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# THE TIMES

Prudence Glynn on  
Wimbledon  
fashion, page 14

## Right-wing Israeli victors seek broad coalition to continue peace search

soon as his election victory was conceded, Menachem Begin, Israel's prospective Prime Minister, called for a coalition of national unity and offered direct peace talks to the Arab states.

### Arab leaders invited to direct talks

Eric Marsden  
Tel Aviv, May 18  
Menachem Begin, Israel's prospective Prime Minister, called for a coalition of national unity and offered direct peace talks to the Arab states.



Mr Menachem Begin, election victor, seen with his wife.

In the Arab world and the United States, however, the election result was seen as a blow to peace hopes and one Israeli MP spoke of "war at the gate".

## Top priority given to finding jobs for young

By Christopher Thomas  
Labour Reporter  
The reduction of unemployment among young people was identified yesterday as a top priority. A harsh appraisal of future trends by the Manpower Services Commission pointed to the likelihood of 350,000 young people without jobs later this year.



In his capacity as electrician, Lord Rosebery tinkering during yesterday's sale.

## Garden party assembles to relieve Lord Rosebery of his treasures

By Geraldine Norman  
Sale Room Correspondent  
The sun shone from a cloudless sky on the sprouting autumnal marigolds of Menmore yesterday as the garden party gathered to relieve Lord Rosebery of his treasures.

## 'alestinian 'fifth war' warning

Our Foreign Staff  
The Voice of Palestine radio in Cairo yesterday said that the situation in the occupied Arab territories was "a declaration of war".

## Sudanese expel Soviet experts

Khartoum, May 18.—Sudan today expelled all 90 Soviet military experts serving with its army, and closed the military department of the Soviet Embassy.

## Campaign to revive Anglo-Catholicism

By Clifford Longley  
Religious Affairs Correspondent  
A plan of campaign to revive the Anglo-Catholic movement in the Church of England is to be started next spring, in an attempt to reverse the declining influence of Anglo-Catholicism, which changed the course of church history.

## Police seize Soviet Germans

Moscow, May 18.—The Soviet police tonight arrested eight Soviet Germans who had forced their way into the West German Embassy and asked for help to emigrate.

## Autumn rail fare rise not ruled out

Michael Bailey  
Transport Correspondent  
Further rise in rail fares this autumn was not ruled out by Mr Peter Parker, chairman of British Rail, yesterday.

## Radical new line on pay deals proposed by CBI

A plan for a radical new approach to pay bargaining has been approved by the Confederation of British Industry. The document setting out the CBI's proposals suggests setting up a national body to agree on prevailing economic conditions.

## Ban on 'weather war' agreed by 33 nations

Representatives of 33 nations, including the United States and the Soviet Union, agreed in Geneva a convention banning "weather warfare", the concept of interfering with the environment for hostile purposes.

## Mr Rees criticizes plea bargains report

Mr Rees, Home Secretary, has criticized the findings of a research project conducted with Home Office funds which suggested that a number of barristers had improved their persuasiveness by changing their plea to guilty.

## Briton accused of fraud

Our Own Correspondent  
In Milan 18  
A British man, 35, his wife and two sons, including an administrator, a secretary of the firm, and a secretary of the firm, have been charged with fraud.

## Jubilee cash 'mainly from young and old'

The Prince of Wales spoke yesterday of middle-aged people's apparent reluctance to contribute to the Queen's silver jubilee appeal. He said: "The majority of the donations seemed to be either from the young, who were giving their pocket money, something like 70p, or from the old who were giving their pensions."

## Pay 'elbow-room'

Mr Callaghan told the conference of the Transport Salaried Staffs Association that union negotiators should have more elbow room after the present phase of pay policy has expired.

## Rhodesian lure alleged

Mr Andrew Young, the American delegate to the United Nations, accused Rhodesia of making its "hot pursuit" raid into Botswana in order to lure the nationalists into bringing in the Cubans.

## Crucial Vienna talks

South Africa is faced with crucial decisions when Mr Vorster meets Vice-President Mondale in Vienna today. In return for much needed American support it will be asked to back Western initiatives in Rhodesia and Namibia and prepare to eliminate the worst of apartheid.

## Strike condemned: The 520 electricians on unofficial strike at Port Talbot steel works have been strongly rebuked by the TUC steel committee

Mr Raymond Potter, chairman of the Building Societies Association, says a fall in mortgage interest rate is "clearly on the cards in the near future".

## Dissected elms: The most effective way to halt Dutch elm disease is to thin out affected trees, the Forestry Commission says

Rome: Extremists isolated as students call off their plans to defy a ban on demonstrations.

## Big ICI expansion

ICI has announced big expansion plans to give it a bigger share of the European chemicals industry. The company will spend £140m at its complex at Wilton, Teesside, and is negotiating for a 300-hectare site in West Germany, where £600m may be spent.

## Fire search for officer

The search for the body of Captain Robert Nairne, whose murder has been admitted by the Provisional IRA, has moved to Ravensdale forest, in the Irish Republic, less than 10 miles from where he disappeared.

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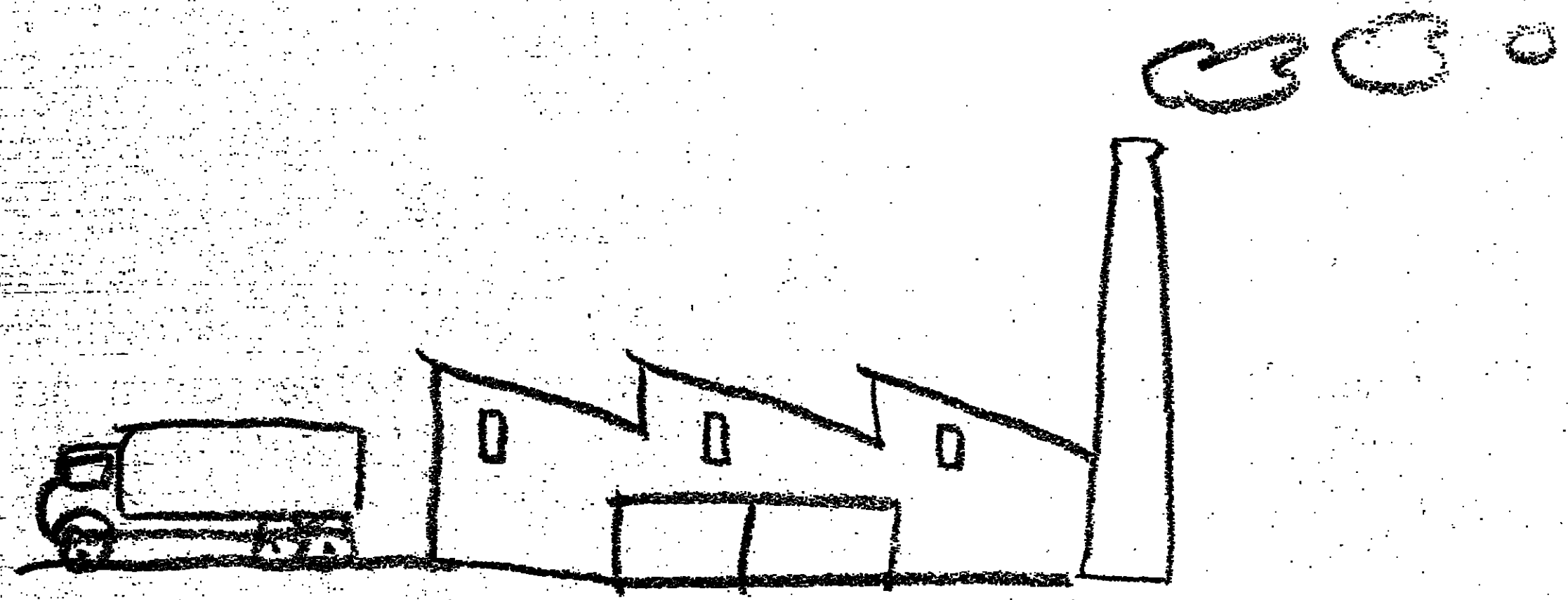






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**NatWest**







## HOMENEWS

### Rail fare rises will depend on inflation level, chairman says

By Michael Bailey

British Rail improved operating results and cut state support despite recession and inflation last year, Mr Parker declares in his first annual report as chairman. But the success was short-term, he says, having been bought "at a calculated cost in terms of the future".

The obligations imposed on the railways in 1974 are increasingly in conflict with the limits imposed in 1975 and 1976, he says, and there is an urgent need for a coherent policy towards the railways in the forthcoming White Paper.

Passenger traffic dropped 5 per cent to 17,800 million passenger miles after a series of fare rises that brought in a net extra 250m over two years. But from the last fare rise in March to the end of the year traffic rose by 6 per cent and that trend is continuing in 1977, despite a further fare rise in January.

On the prospect of higher fares this autumn, Mr Parker remains slightly equivocal. The January increase should take care of inflation until the autumn, he says, and having raised fares to their proper market levels the board hopes that further rises will be no greater than inflation, except where competitive quality justifies more.

To the extent that inflation is held at the level predicted by the Government and to the extent that the market responds to our selling activities, so will depend any time we need to take on levels of fares in the autumn.

There is no flinching from the fact that London and South-east commuters are at the heart of the fare issue, Mr Parker says. "We remain convinced that our mode is the most efficient for bringing 400,000 workers into London each day. And we remain resolute in trying to make cost reductions throughout the operations."

That said, however, the middle remains: if there are drastic increases in real terms

### Tories upset by TUC action over journalist

By Our Labour Staff

The Shadow Cabinet yesterday discussed the decision by the TUC press office to refuse information to Mr John Hosken, BBC Radio's industrial correspondent, because of his decision to leave the National Union of Journalists for a rival body.

Mr James Prior, Tory spokesman on employment, said: "It would be a disgrace for Mr Hosken to be denied information. We are very worried about this matter, but we feel it should be something the TUC should sort out itself."

The Shadow Cabinet is unlikely to initiate any direct parliamentary action until it learns what ruling Mr Len Murray, general secretary of the TUC, gives to his press officers when he returns from Rome next week.

Yesterday a press officer at TUC headquarters said that they had decided to deal directly with Mr Hosken until they heard Mr Murray's view.

Mr Hosken, who was an NUJ member for 21 years, decided to join the rival Institute of Journalists, which is not affiliated to the TUC, after a disagreement with the NUJ branch at his office. He said yesterday: "I am a committed trade unionist and always will be. I decided to join the union which I believe represents my interests best."

If Mr Murray rules in favour of his press officers' action the issue will cause another controversy over press freedom.

The TUC press officers are understood to have cited rule 5a of the TUC rule book barring anyone from belonging to more than one union, and to have said that Mr Hosken was "privately assisted" in the "production of anything made by non-union labour".

Although the Institute of Journalists is not affiliated to the TUC, it is a certified trade union.

Yesterday the BBC pledged full support to Mr Hosken.

Mr Murray will have to decide whether any restriction on non-NUJ journalists such as Mr Hosken should extend to TUC press conferences and private briefings.

Tour untroubled as nationalist activity fails to take place

### The Queen visits Scots council house family

From Penny Symon, Cumbernauld

It must be a strange sensation to walk through a shopping centre and see your face staring at you from a thousand tea towels, mugs and trays in shop windows and trays in the public journey through Scotland.

It happened to the Queen and the Duke of Edinburgh yesterday, when they were clearly determined to show themselves to as many people as possible during a series of walkabouts on their jubilee journey through Scotland.

The souvenirs were displayed in the covered shopping centre in Cumbernauld, where thousands of hot and excited children waited for hours to wave their flags, some homes made, some costing 12p, at the royal couple.

The Duke of Edinburgh stopped for short chats but the Queen was a little more reserved.

Plans for the tour began 18 months ago and at first it was seen in Scotland as simply part of the jubilee celebrations. But the Queen's remarks about only in a speech this month during a jubilee ceremony in Westminster Hall have given it a slightly political flavour.

The ceremonial pageantry, noise and colour to which Glasgow was treated when the Queen arrived there on Tuesday was carefully managed and had 200,000 citizens out on the streets, responding to the request, unsaid but nevertheless there: "Do not forget that I am your Queen as well."

The Household Cavalry made its first appearance in the city since Oliver Cromwell's day. It was the Queen's express wish that the tour should begin in Glasgow, rather than Edinburgh, since she felt Glasgow tended to be neglected on ceremonial occasions.

Yesterday passed without trouble despite police fears of nationalist activity. The Scottish National Party controls Cumbernauld District Council and feeling for the party is strong there.

The day began with a visit to Govan, where the Queen opened a £380,000 walkway, part of a project to transform derelict land on the Clyde.

In a green housing area, the Queen and the Duke took their



The Queen receiving a bouquet yesterday from Wendy Stewart, aged eight, a spina bifida victim, when visiting a new housing estate at Govan, Glasgow.

first walk of the day, stopping to go into a new council house occupied by Mr Albert Currie and his family, all of whom were extremely excited.

The entourage proceeded to Burroughs Machines, Cumbernauld's largest employer, where computers are designed and assembled.

A further tour on foot followed lunch, the royal couple visiting Greenfauld housing estate. A policeman there said that he had never seen so many children in his life. Later the Queen went to Stirling, today she visits Perth and Dundee.

With a bouquet of pink and white roses and carnations from Wendy Stewart, aged eight, a spina bifida victim, who is confined to a wheelchair.

The Queen asked me how old I was and where I went to school, Wendy said. "She was lovely."

### Police set up new complaints bureau

By Our Crime Correspondent

Mr David McNee, who was appointed Commissioner of the Metropolitan Police last month, has reorganised procedures for investigating complaints against any of his 22,493 officers.

A new department, the Complaints and Investigation Bureau, will be set up under the control of Mr Colin Woods, the deputy commissioner.

The A10 department set up by Sir Robert Mark, the former commissioner, to investigate complaints will become one of three branches dealing solely with complaints and discipline.

The new bureau will start work on June 1, the day the Government's Police Complaints Board begins adjudicating cases referred to it under the Police Act.

The new changes at Scotland Yard are aimed at speeding present procedures and concentrating all aspects of internal discipline in one department.

### Complaints over railway publicity upheld

The Advertising Standards Authority has upheld complaints that British Rail "dwelt unnecessarily on an appeal to fear" in an advertisement for Inter-City train services.

The advertisement was headed: "Have you considered the effect a long car journey can have on your heart?" and quoted tests on businessmen to compare the heart stresses caused by train and car travel.

The authority medical consultant accepted the research data, but it was considered that the way in which the research was interpreted was open to criticism. British Rail has since revised its advertising material.

Other complaints upheld included three against the Electricity Council for misleading descriptions of the benefits of off-peak electric central heating.

### Definition of rural bus needs urged

By Our Transport Correspondent

The provision of minimum levels of service by public transport in rural areas, was urged by the National Bus Company yesterday. A White Paper on transport policy to be published later this month.

With rural bus services declining and subsidies rising rapidly, the NBC wants a clearer definition by the Government and local authorities of the level of service needed by rural communities, and a commitment to support them.

"We should like to see a more positive approach, and firmer commitment to minimum levels of service in the White Paper," the company said yesterday.

A 120-page study carried out for NBC by a firm of consultants found that few local authorities had attempted to specify the transport needs of rural areas.

Faced with declining services, central government and most hire counties have provided financial support to maintain higher levels of service than would be commercially justified the report says.

### Manx MPs seek visit by judge before birch ruling

From John Chatteris, Douglas

The Isle of Man Government will try to persuade at least one of the seven European judges due to rule shortly on the validity of its birching policy to visit the island before the issue goes "on appeal" to Strasbourg.

Mr. Corrin, the island's Attorney General, said in Douglas yesterday.

He was speaking during a debate in Tynwald, the Manx parliament, which reaffirmed its commitment to retain birching as a deterrent for crimes of violence.

The many speakers who supported retention of birching and voted for a motion calling on the British Government to support them at the forthcoming hearings of the European Court of Human Rights included the Bishop of Sodor and Man, the Right Rev Vernon Nicholls.

He said that the Isle of Man enjoyed a way of life envied by many other countries. It was built upon a code of justice and morality, and the people of the island were dedicated to the law.

He denied that the Manx people were cruel or sadistic

in wanting to retain birching for crimes of violence. They were trying to preserve a way of life for their own residents and to keep the island a place of "peace, friendship and happiness" for those who visited it on holiday.

The bishop said crime in the Isle of Man had dropped by 10 per cent in 1975 and by a further 2.8 per cent in 1976.

"Where else in Europe do you find such statistics?" he asked.

Only one member of Tynwald, Mr. Jack Nivison, a member of the Legislative Council (upper house), voted against the three-point motion reaffirming the retention of "judicial corporal punishment" for violent crimes against the person committed by males under the age of 21. It also called on the United Kingdom Government to uphold Tynwald's demand for a reversal of the declaration of the European Human Rights Commission last December that birching was a "degrading" form of punishment.

The birching issue is due to come before the European Human Rights Court in Strasbourg in the autumn.

### 'Which?' recommends: Do your own conveyancing

By Robin Young

It is worth shopping around when choosing a solicitor, or perhaps even doing the job yourself, according to this month's edition of Which?, the consumer's Association magazine.

In a survey of 2,800 members of the association a quarter told Which? that they thought they had received poor value for money from solicitors. Half complained that they had not been kept informed about the progress of their cases.

Charges for the same job, which solicitors are most often employed varied widely. One member of the association paid 60 for the conveyancing involved in selling one house and buying another, after having been quoted 250 by the solicitor in another solicitor's estimate. Similarly, estimates for drawing up a straightforward will varied from three guineas to £20.

### Warning against splitting of postal services

By Our Labour Staff

Which? suggests doing without a solicitor if the matter is straightforward. The consequent savings would average £120, according to the magazine's survey. It also suggests that a will and £100 on an uncomplicated divorce.

The largest savings would be possible in handling probate: more than £500 on a £50,000 estate.

The magazine reports that only two of 41 members who had done their own conveyancing found it at all difficult.

The 92 who handled probate took "surprisingly variable" lengths of time. Almost half had to take time from their jobs to complete the probate work. Members found getting their own divorces surprisingly easy. Almost a third of those who made their own wills worried them in such a way that they might not have the intended effect in certain circumstances.

Mr Tom Jackson, general secretary of the Union of Post Office Workers, said yesterday that splitting the Post Office would cost millions. His union would fight any move to separate postal services from telecommunications.

He said at Bournemouth, where the union is holding its conference, that he feared that a "leak from the Carter report was true and that a split had been recommended."

"Splitting will bring higher prices and communications chaos," he said. It would be like Noah's Ark, with administrators carrying two by two principal private secretaries, two of everything down to doorkeepers.

The £5m salary bill at the boards' London headquarters would be duplicated. There would be no communication policy. The two industries would grow as far apart as gas and electricity, coal and oil.

### Full pension for jailed architect

Mr Alan Maudsley, the junior Birmingham city architect who was imprisoned on corruption charges relating to building projects, will receive a full pension, despite attempts by Birmingham Metropolitan District Council to lock it.

A local government appeals committee in Birmingham had decided to allow him only a "partial" pension, but Mr. Maudsley's Secretary of State for the Environment, as overruled that.

### Press talks unresolved

By Our Labour Staff

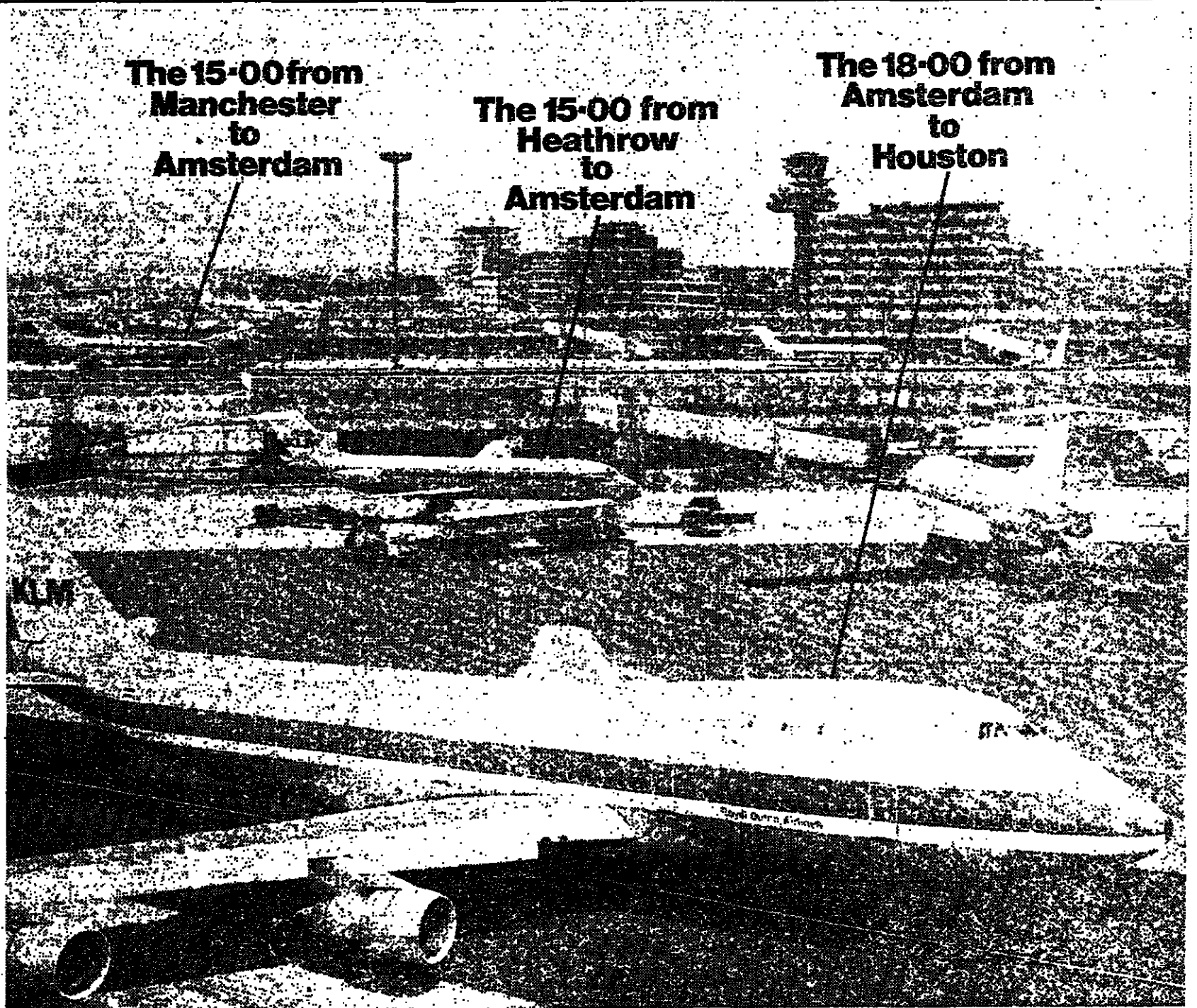
Talks aimed at ending a five-month journalists' dispute at East Midlands' Allied Press, Peterborough, broke up inconclusively after three hours last night. The issue concerns the National Union of Journalists and the rival Institute of Journalists.

The talks were conducted at the TUC headquarters in London, under the aegis of Mr William Keir, chairman of the TUC printing industries committee, who has emerged as the chief mediator. Another session is planned today.

Peace now depends on nine

### Decree for actor

Mr William James Marlowe, aged 46, the actor of Park Lane, Teddington, London, was granted a decree nisi yesterday against his wife, Catherine, aged 32, the actress.



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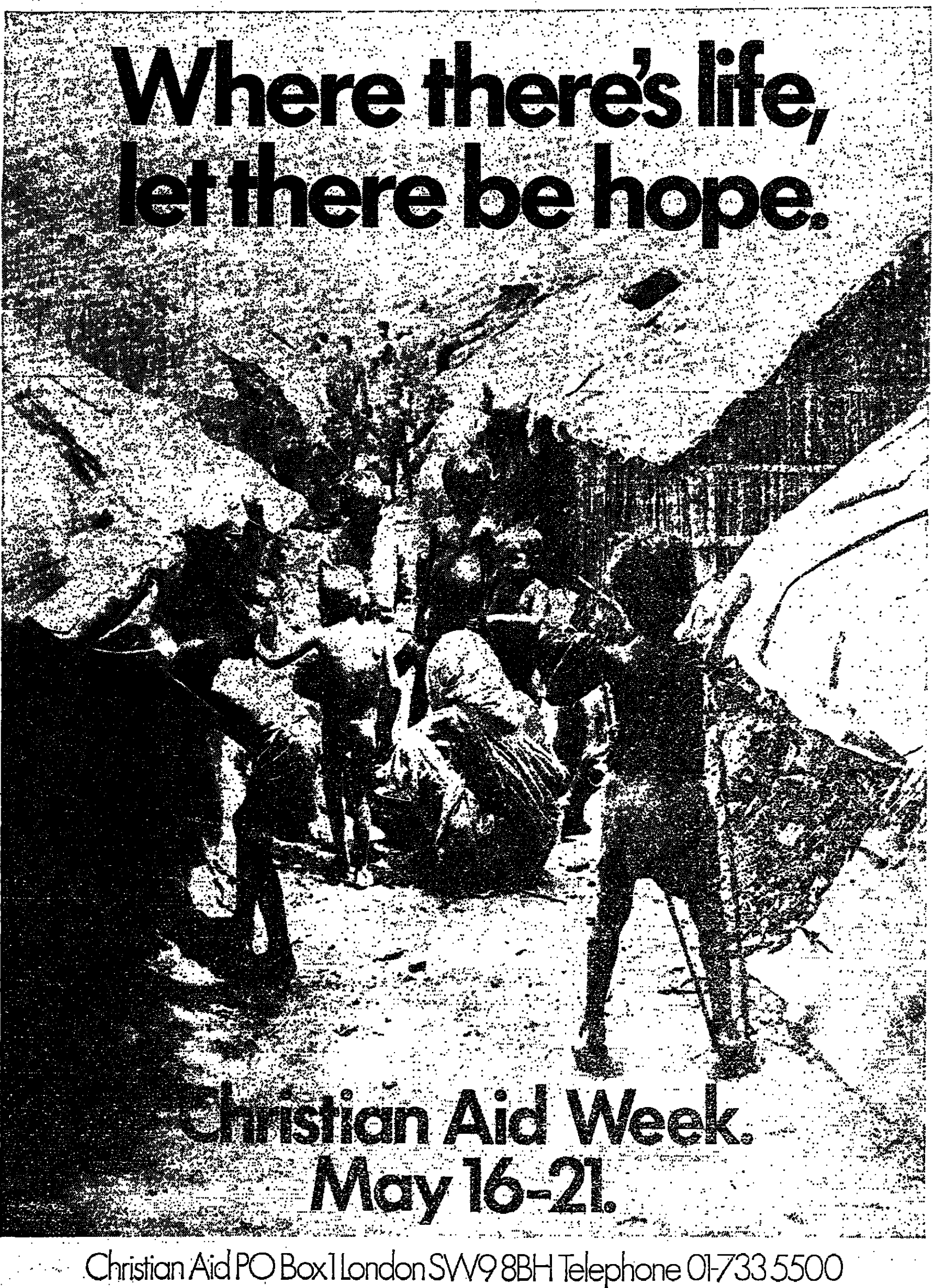






## Burglaries may have had FBI approval

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last year. After testing for eight days, Lauda was again in good physical condition, Ferrari said.





# Property

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**WITERSHAM, KENT**  
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Charming 18th Century house, converted from 2 cottages, in unique secluded position with extensive views over surrounding country. 3 reception rooms, 3 bedrooms, kitchen, 2 bathrooms; heating; carport; 1 acre landscaped garden. FREEHOLD £25,500.

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**Pimlico-off Eccleston Square, S.W.1**  
Beautiful lower ground floor flat. 2 bedrooms, 2 bathrooms, large kitchen, dining room, and study. 99 year lease. £15,000.

**Chelsea Towers S.W.3**  
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**LUXURY FLAT near MARBLE ARCH**  
In purpose built block. 1 bedroom with fitted cupboard, 2 bedrooms, 2 bathrooms, large kitchen, dining room, and study. 99 year lease. £15,000.

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1st floor maisonette flat. 3 bedrooms, 2 bathrooms, large kitchen, dining room, and study. 99 year lease. £15,000.

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## La creme de la creme Opportunities

also on page 27

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Unusually large 5 bedrooms, 3 bathrooms, large kitchen, dining room, and study. 99 year lease. £15,000.

## Court of Appeal

## Hopper company to pay for pig losses

Injury or damage actually done to person or property or causing expense actually incurred.

In the former case the details of the case are not relevant at the time of the contract, but ought reasonably to have been taken into account at the time of the contract. In the latter case, the details of the case are not relevant at the time of the contract, but ought reasonably to have been taken into account at the time of the contract.

The Court of Appeal dismissed an appeal by the defendants, Hopper & Co. Ltd., from the judgment of Mr. Justice Stirling in favour of the plaintiffs, H. Parsons (Livestock) Ltd. The case concerned a contract for the sale of pigs, which was breached by the defendants.

The Master of the Rolls, Lord Denning, said that the contract was a contract for the sale of pigs, and that the defendants were liable for the loss of the pigs. He said that the contract was a contract for the sale of pigs, and that the defendants were liable for the loss of the pigs.

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# No room for doubt

names of Society  
y Paul Johnson

Paul Johnson's *Names of Society* (Faber, £5.95) is a book that should be read by everyone who is interested in the present crisis of Western civilization. It is a book that is both a history and a philosophy, a book that is both a warning and a hope. It is a book that is both a masterpiece and a masterpiece.

Johnson's book is a masterpiece of history and philosophy. It is a book that is both a warning and a hope. It is a book that is both a masterpiece and a masterpiece.

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Souvenir Press

James Ramsay: The Unknown  
Abolitionist, by Folarin Skylon  
(Corgi, £4.75)

James Ramsay was a brave and controversial man, a major influence on Wilberforce and others who did young, worn out by what seemed at the time a hopeless battle. When he died, one of his adversaries, a Member of Parliament, boasted: "Ramsay is dead: I have killed him." But Ramsay's ideals were unkillable, and two months before this, Wilberforce opened up the issue in the House of Commons, and the days of the slave trade were numbered.

Mr Skylon writes in a sober and factual way about a considerable reformer. It is good to be reminded that we need not look back on the days of Britain's implication in the slave trade with total shame and a wish to forget all about it. The voice of gentleness, decency, and moderation was always there, among the shouting and the violence. It is generous of a black author to recall it for us.

Peter Tinniswood

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Mr. Beigin: a romantic.

## Israel's founding father reaps the rewards of terrorism

I first met Mr Menachem Beigin in Tel Aviv soon after he had emerged from the underground in 1948. With his shining hair, spectacles, wet lips and soft hands he looked like an eastern European academic, yet as the leader of the Irgun Zvai Leumi, the Jewish terrorist organisation, he was arguably responsible for the birth of Israel. Certainly the Irgun's terrorism advanced the British withdrawal from Palestine.

The Irgun murdered British soldiers and policemen, and hanged two young sergeants. They blew up the King David Hotel, then a British headquarters, and killed 91 people. With the Stern Gang they surrounded the Arab village of Deir Yassin, and massacred more than 200 Arab men, women and children.

Mr Beigin subsequently denied the massacre in an article in *The Times*, claiming the Arab dead were the unfortunate casualties of war, but the evidence was overwhelming. Even Mr Arthur Koestler, who admired the Irgun, could not stomach the mass murders of Deir Yassin and the hanging of the sergeants.

Mr Koestler's respect for the Irgun was enhanced by his dislike of Mr Ben Gurion and what he saw as the ghetto heritage of the older generation of Israeli politicians whom he despised, but his view of the Irgun was morally justified. He argued that ruthlessness was essential for human progress. The end could justify the means at decisive moments in history, and the Irgun's terrorism was morally justified with the exception of Deir Yassin and the hanging of the British sergeants.

Whether or not he still holds this view is another matter, but Mr Beigin has another claim to be regarded as one of Israel's founding fathers.

After the achievement of Israel's independence, the Irgun retained its identity and for a few brief weeks was a private army beyond the control of the provisional government and the Hagana. It was a potentially dangerous situation, and the confrontation came when the Irgun chartered the *Altalena*, an old tank landing ship, to ferry arms from a French port.

Its hold was filled with enough rifles, machine guns, anti-tank weapons and ammunition to equip a division. About 900 volunteers were also aboard to reinforce the seven Irgun battalions already in the field. Ben Gurion saw the *Altalena* as a direct challenge to his authority, and decided that he could no longer tolerate a private army and an alternative government. Barely ten weeks after the creation of the Jewish state, Jews fought Jews in one of the most amazing battles of the century.

The ship arrived one Sunday evening in June at Kfar Tikva, a little cove north of Tel Aviv, and local settlers helped the volunteers aboard with the unloading throughout the night. But at first light Beigin discovered that the crew was surrounded by Hagana tanks and armour and two Irgun corvettes were patrolling offshore.

Much of the cargo was still aboard when Mr Ben Ami, the mayor of Nathanya, arrived to

negotiate, but the Hagana fired on the men on the open beach, and the *Altalena* sailed for Tel Aviv. Beigin presumably believed that the Hagana would not open fire again if the ship was unloaded in full view of the largest city in the country.

He also had many supporters in Tel Aviv. Audacious as ever, he had the ship beached in front of the Kaeta Dan Hotel, where members of the United Nations truce mission lived, and where the world's press had gathered. It was the decision of a ruthless and courageous man toughened by years of terrorism, and determined to achieve his objective whatever the cost, but his audacity only made Ben Gurion more ruthless.

The slaughter began soon after dawn when machine guns raked the ship's deck with concentrated fire. Heavy mortars joined in. The firing was matched by mounting hysteria ashore. Irgun supporters pleaded with the troops to stop firing, and some did. Deputations pleaded with Ben Gurion, but he would not be moved, and eventually the ship caught fire.

A white flag was hoisted and the survivors jumped overboard. Many of them were killed or wounded as they swam ashore. A triumphant Ben Gurion gave a benediction. Blessed be the gun which set fire to the ship.

About 40 of the Irgun were killed and many wounded. Passions ran high. The new state was threatened with civil war, but the Arab enemy was still in the field. The gates of Beigin submitted, and allowed the Irgun battalions to be mustered into the Hagana. He could not have done otherwise without destroying the state for which he had fought for years.

Blessed be the gun which set fire to the ship.

Mr Beigin always saw the Irgun as a patriotic force which fought a guerrilla war according to the laws of the Hagana. He compared himself with Mr Kennedy and Archbishop Makarios, and also expected to be friendly with Britain, which he appeared genuinely to admire. He was bitterly disappointed when his visit to London in 1972 opened old wounds.

He was, and probably remains, a romantic. He has softened over the years, and is prepared to compromise with the Arabs although they are unlikely to appreciate it. A collector who knew him well today questioned whether Mr Beigin wants to hold office. He recalled that in an earlier coalition government he eschewed departmental responsibilities and chose to be a minister without portfolio.

This suggested that he might stand aside this time. I doubt it, but whatever he decides his victory at the polls proves that terrorism does pay. Mr Beigin should be encouraged. When the next Hagana conference is convened Israel and the Palestine Liberation Organization might be represented by two old terrorist leaders. It could be disastrous diplomatically, but very interesting.

Louis Heren

Mr Callaghan, it appears, is now attracted to the idea of briefing Westminster journalists in public. So, indeed, are we all, provided we do not get less information about the Government in consequence. I have never met a journalist yet who would not rather have the same piece of information from an attributable source than one which cannot be named. Who would not rather have had (to take a purely metaphorical example designed to offend nobody) Sir Harold Wilson's views on Mr Tony Benn's political operations at certain crucial moments on the record rather than off it? Who would not prefer to have Mr Heath's views about Mrs Thatcher's Shadow Cabinet on the same frank basis?

In an ideal political world, we should all go around saying the absolute truth about everything and for the record. Politics would be like an Oxford group meeting. But in such a world, no doubt, we should be dedicated equally to absolute kindness, love and humility as well, which would no doubt take the sting out of our bluntness.

Until that world arrives, however, I am afraid that we shall have to continue relying on a great deal of unattributable news—chat, is the free exchange of opinions and assertions between politicians and journalists (not to mention politicians and other politicians) in which the source of the information or opinions is not named in print.

And that, of course, is what the "lobby" is about. To call it a "system" is a misnomer: it is a convention. To suppose its methods are peculiar to Westminster is equally fallacious. The lobby is simply the collective noun describing the accredited political correspondents who are entitled to enter the Members' lobby at Westminster and, there, or elsewhere, to have informal discussions with Ministers, Opposition spokesmen and MPs to supplement and extend the information that is available on the record.

It is almost entirely the same process as when the editors of newspapers and other political newspapers (and at some not so important) are invited by the Prime Minister of the day to see him, collectively or individually. The thought is no doubt not entirely absent from the host's mind on such occasions that when these distinguished journalists have the truth really is from the source of sources, they will recognize it in a blinding light that will illuminate all their subsequent writings and editing.

They, in turn, see the process as part of a broader fount of information and knowledge which plays on them and from which, to mix a metaphor, they weave a wiser and wider tapestry of political truth. Which side gets most from such encounters depends, I dare say, on the circumstances and the individuals as in most other happenings of life.

On a more routine basis, that is how the lobby works. After they have heard the speeches, listened to a question time, read, or partly read, the white and green papers, and heard the official statements of what went on at party meetings, the political correspondents try to add a third dimension to what is on the record by informative discussions which take place on the understanding that the source of the information is unnamed. Like editors and the industrial, diplomatic and defence correspondents, the political correspondent is bound by only one essential rule—having written what he believed to be the truth on the basis of the information he has been given, he must protect his sources.

Ah, you may say. That is all very well. But the trouble at Westminster (and elsewhere) is not the unattributable quality of a certain sort of information, but the fact that all lobby correspondents are collectively briefed together on these terms.

There is, for instance, naturally a disposition on the part of the correspondent of the *Daily Telegraph* to use what is said (even if he thinks that the Government's view of the current scene is nonsense) because he knows the *Daily Telegraph* will use it. And anyway, the Government is the Government and its utterances still count for enough to deserve an audience. Thus the Government is able to put across a general view for which it takes no

responsibility and from which, when the going gets rough, it can retreat.

Yet to dismantle these collective unattributable briefings is difficult. Mr Heath fired with the idea: Sir Harold's Mr Haines got so cross with the lobby for being disrespectful about what was being said out there that he stopped seeing them. But what precisely would take their place? Would Mr McCaffrey be prohibited from all speech except on the record? If not, are the lines to No. 10 to be jammed daily by 50 individual correspondents separately ringing up Mr McCaffrey, or whoever may be there, to find out that little bit extra about the Government's thoughts that was felt suitable for utterance in the harsh light of day and (no doubt) the television cameras?

Besides, on-the-record press conferences have their problems, too. The mammoth De Gaulle-style press conferences favoured by Mr Heath are not always pitched in the key that encourages probing for information. They make it too easy for the lobby, having been bowled one awkward question by a particular journalist, to dodge the next one by turning gracefully next time to the actions, in which the *Fiji Herald-Tribune*, whose question may not always assist the sum of relevant knowledge as that is understood within what still passes as the United Kingdom.

Still, I have no doubt that a

Ronald Butt

# Lobby briefings: on or off the record the truth will out

The much-maligned briefings of the lobby have, by enabling something with a clear flavour to appear in two places at once, made palpable what might have been uncertain

great deal of what is said on the record at 11 o'clock and four o'clock could as well be said off it and for the life of me I cannot think why it is not. But that, plainly, does not apply to whatever was said last Thursday at 11 am whether at the lobby meeting which sat down formally with Mr McCaffrey, or in whatever little cluster of did or did not, take place afterwards. (I say 11 o'clock because I understand, unattributedly, that Mr McCaffrey's line at four o'clock was a great deal softer vis-à-vis the present ambassadorial reign at Washington than it had been in the morning, question time having passed more easily than the Government had feared.)

Had the meeting been on the record, I do not think its message to a startled world would have emerged quite as it did. Mr Callaghan has said that the briefing contained no offensive personal references to Sir Peter Ramsbotham. What he did not tell us was what the briefing had to say about Sir Peter Ramsbotham's style of ambassadorship. It was here, I think, that the trouble arose, since it is a fine line that separates an ambassador's personality and his style. What is not in doubt is that something was said, and the question is whether it would have been said in quite the same terms on as it was said off the record.

If it probably would not, then this much-maligned system

does enable us to understand more clearly what ministers are really thinking than would be possible under a system of open briefings supplemented by individual non-attributable inquiries (which, I hope, nobody proposes to ban).

My starting point for this assertion is the reputation of those two venues, if you'll excuse the cliché, political correspondents. Mr Robert Carvel of the *London Evening Standard*, and Mr John Dickinson of the *London Evening News*. The real question we ought to ask about last Thursday is not, perhaps, who said what, or what exact phraseology was used by Mr McCaffrey. The real question is this: is anyone suggesting that Mr Carvel and Mr Dickinson made it up, or that they are getting a little hard of hearing, or can't take down a key phrase when they hear it?

I have known Mr Dickinson and Mr Carvel for more years than I care to think (well, about 21 to be precise), and I have not known them to make anything up yet, nor have I detected an urge towards dramatic fiction eclipsing the truth. A large headline or so may occasionally give a certain dramatic magnification to their work. The odd molehill may sometimes be made a little mountainous. (Which of us is guiltless of that?) But when they reported that the Government was saying last Thursday that Sir Peter Ramsbotham was going because his regime was fuddy-duddy or rather snobbish, or some such description, then this to my mind meant that (however fleetingly) someone round about the Government was saying just that.

Who said it I do not know. I haven't asked Messrs Carvel and Dickinson because I am a sensitive spirit without relish for dusty answers. But someone said something that they believed represented a change of heart on the part of the Government, and I do not myself believe that this was some junior minister in the Department of Social Manners giving his private opinions. We have to look a bit nearer the centre than that.

Nor do we need to know, the precise words which were used and disputed: there are guarded ways of conveying a

thought which are nevertheless unambiguous. If we accept it, Thursday was one which was some kind of official to convey, then we must accept that by its conveyance through the lobby system, the cause of truth was served. And by the cause of truth I do not, of course, mean the truth about Sir Peter Ramsbotham (far from it) but the truth about the way in which at least some in the Government were thinking of dismissing press criticism. For nobody supposes that Mr McCaffrey speaks for himself and nobody seems to dispute that he was retailing a view of some sort about the present Washington Embassy which his masters wanted retailed. We should not have understood this if it had been retailed through one paper alone, because there were no collective briefings.

That would have been a loss. In the last week, we have learned quite a lot about Mr Callaghan and Mr Owen and their way of thinking and I should be sorry to have been deprived of that. The much-maligned collective briefing of the lobby system has, by enabling something with a clear flavour to appear in two places at once, made palpable what might have been uncertain.

I am left with this thought. If the briefings were all on the record, would the official mind be as well probed as now? If the unattributable things said by the spokesmen did not appear so generally in different newspapers, but only in one or two, should we recognize them for what they are? There was, says Mr Callaghan, no Government-inspired campaign against Sir Peter. Of course, we accept that. But in this context what is meant by Government and by inspired? What is a campaign? Every man must ponder that for himself.

In the meantime, if what was said off the record can really bear the scrutiny of daylight, why does Mr Callaghan release the journalists from their obligation to protect their sources at the meeting, which we all now know it took place, and why does he not publish the own version of the words actually used? Then we could judge for ourselves.

## A quiet voice in the forefront of Arab diplomacy

My last meeting with President Assad of Syria had been in August, 1975. Already an established and commanding figure in the Middle East, he was still relatively unknown among world statesmen. This is no longer so, and it has become widely recognized that President Assad is the Arab world has acquired a leader of ability.

A long talk with him in Damascus, only a few days after his crucial meeting in Geneva with President Carter, helped me to evaluate some of the qualities which make him formidable.

There is no mistaking the firmness of purpose behind his gentle manner. Moreover, he has the capacity to analyse situations, in which he is personally very much involved, in a remarkably detached manner.

It was this capacity for analysis which had enabled him to see from the outset that Dr Kissinger's step-by-step diplomacy was bound to end in failure. As he related to me at the time, giant steps if linked to a time-table could have made the policy a viable one, but tiny steps and no time-table were a formula for maintaining the status quo, not for achieving a lasting peace settlement.

As one would expect, he therefore remains very cautious. The meeting with President Carter had clearly been a notable success and a relationship of mutual respect had been established.

President Assad emphasized that this was only a first meeting, they had talked for four hours and had certainly established a basis of mutual trust which should be useful in the future. He felt certain that by the end of their meeting, President Carter was fully



Presidents Assad and Carter: A basis of mutual trust.

aware of the overall Arab position—that there was no hope of a settlement which did not involve an Israeli withdrawal to the 1967 borders and a fair deal for the Palestinians.

President Assad thinks that, although the new American administration should be given time to settle in properly, a diplomatic start must be made this year. This is another opinion which he shares with President Carter and also President Sadat. It would not necessarily mean a full scale meeting in Geneva—too much is at stake to risk failure there

because of insufficient preparation. President Assad feels that Mr Carter fully understands that, if there is no settlement within a reasonable time, there is certain to be another war. He knows no better than anyone else how far President Carter will be able to sell to Congress, still greatly under the influence of the powerful Zionist lobbies, or to public opinion in America any new Middle East initiative that he may want to sponsor. His own firm conviction is that it is perfectly possible to obtain a peaceful settlement which would prove acceptable to all the parties involved. But there is still no sign that they can see of Israeli willingness to contemplate such a settlement, and the results of the elections are not likely to have done anything to alter his opinion. Indeed with Mr Beigin's success a new and sinister question mark has arisen about the future.

President Assad did not specifically present himself to President Carter as a spokesman for all the Arabs. After all, Mr Carter had already seen a number of other Arab leaders and will be meeting

more.

There is one aspect of my talk with President Assad that I found particularly encouraging. It was not just his understanding of the realities of power in the world today that struck me, but the fact that this level-headed spokesman for the Arabs is to be found in Damascus. Syria is a country which should be capable of taking a lead in the Arab world, but far too often since independence its voice has been muted or ignored. It should be a benefit for the whole area that this situation has now been radically changed.

Dennis Walters

The author is Conservative MP for Westbury.

## Liberal home from home in Whitehall?

Although the Liberal Party is not directly involved in the affairs (and I use the word advisedly) of the National Liberal Club, David Steel and his Parliamentary colleagues are, not unnaturally, deeply concerned about adverse publicity.

First there was George de Chabris (who appears in Whitaker's, by the way, as secretary of the NLC) and his membership drive in Scandinavia where he advertised the illustrious Club as a sort of cure hotel. Then there has been the crisis over management consultants Anthony Dobson Associates, who were sacked by the Club's trustees after three brief weeks.

Now there is to be a stormy meeting (tonight, at Whitehall Place) when a member of the Club is to propose that Dobson be reinstated as consultants and be given the opportunity to put into practice their grandiose plans for refurbishing the

institution and bringing it back to its former glory.

That motion will almost certainly be defeated, not least because the Dobson plan would cost an estimated £1m. Where, Liberal MPs and the majority of members of the Club wonder, would Dobson find that sort of money. The possible answer, I am told, less than reassuring.

Accordingly, the management committee of the Club will tonight vote to reject the plan (still top secret) which should "allay the fears of most members".

That remains to be seen; and, judging by the expressions on the faces of Mr Steel and his partners in the great political pact with the Government, having jumped out of the (de Chabris) frying pan into the (Dobson) fire, a discreet and safe settlement would be most welcome.

The trustees of the Club have promised the Liberal Party security of tenure in the Club house. Will it, many Liberals wonder, be the sort of club house where one would wish to hold tenure? And what, in the light of the latest revelations (not to mention the possible influx of hopeful donors) constitutes real security?

Kite flying, which I have always thought of as a kindly sport, on Hampstead Heath on May 29. A kite festival will include a Japanese style dogfight, with contestants using powdered glass strings and razor blade tails to destroy each other's entries.

## Painful group therapy

Half way through my first week as PHS diarist seemed a good time to find out whether, and why, top people get tension headaches.

A press conference yesterday, at which the results of a national survey were announced, did not enlighten me much. Possibly it was because I am still a unit in search of a group.

Do I, for example, belong to the upper income group mentioned in the survey? If I do, then only 17 per cent of people like me are pain prone. If I do not, and I am a middle group man (the survey describes him as an acting and surviving person which does not sound at all like me), then I belong to the 60 per cent group.

If I am on lower income (and the category seems to fit me snugly), I am one of the 24 per cent. I should talk to my accountant to see if he can define my classification, but I fear it would give me a headache.

In the meantime, I suppose I must consider myself lucky not to be a woman. The survey reveals that four times as many women as men are subject to tension headaches.

Why more women victims than men? "Impossible to say," we were told. It was probably something to do with, hormones. I found my attention wandering, my pen idle.

The interest of female scribes around me visibly perked up when the speaker got on to the subject of women's lib. The crumbling of the sexual barricades had not done much to lessen tension headaches in women, they were told. If anything, "burning of bras had left them even more defenceless and tense". The ambiguity in that statement was not lost on us, and there was an embryo snigger.

Finally, I must tell Manchester readers that the frequency of tension headaches is apparently higher there than anywhere else in Britain.

The Moscow Conservatory of Music is to open its doors, experimentally, to workers from a local car repair plant whose musical education has been limited thus far to the clang of hammer on steel. New songs, marches and even cantatas should result from this cross-fertilization of talents, says a Moscow newspaper, although what benefit the car men will derive is not stated. Perhaps some witty reader of PHS would like to speculate.

## Geometrically opposed

The committee stage of the Price Commission Bill in the Commons has apparently become somewhat bogged down. Perusing the Bill, I soon found out why. Take, for example, clause 6(4)(b).

"If the report relates to an increase, a recommendation by the Commission as to whether the price to which the increase or part of it is or without the increase should not be increased during any particular period."

Father always said this: Rothschilds wouldn't last.



Faded out Tory laughter during the proceedings of the committee and pan on to Mr Hattersley, Secretary of State for Prices and Consumer Protection who says (baffled) the wording of the Bill shows

that the Government's policy in this matter is absolutely parallel and absolutely square". More laughter and collapse of stout Tories.

## Scooped ever so graphically

Today's edition of *The Cambridge Graphic*, a facsimile of the newspaper that appeared exactly 77 years ago, carries the story of the so-called "The Times" by two days. It is generally thought that we were the first to report the Relief of Mafeking on May 21, 1900.

Our Correspondent did indeed file for the edition of the 21st, having established the facts in the careful way that our foreign reporters always have done. However, two days earlier, the *Graphic* had carried an unfirmed report from Mafeking.

The reprinting of the *Graphic* will, it is hoped, catch the imaginations of young to Cambridge in the summer as well as being of educational value. A facsimile will appear each week, price 20p, and will take older readers back to the heady days at the turn of the century when that newspaper was said to be very technically advanced.

## A severe case of Jarndyce

Botswana, whose ingenuity in negotiating contracts with Beers is an unchallenged fact, also tries very hard to establish a proper legal system. There are snags, however.

Both British case law and Cape Dutch law are used in the courts and often judgments can be out of date because British law reports to be distributed.

But that is not the worst of it. Many young Botswanans who read law are sent to Edinburgh University with the result, I am told, that Scottish law comes enmeshed with British and Cape Dutch laws and legal arguments and submissions.

How Dickens (chronicler of Jarndyce and Jarndyce) would have loved it all.

Who (I am rightly asked) painted *Picture by a Window*, the Royal Academy Summer Exhibition portrait, about which I enthused yesterday? I am glad to restore the name that pressure of space excluded. It is Eileen Maclean.





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## THEY ARE GONE AWAY BACKWARD

*quis deus vult perdere prius ducit in laqueum.* No doubt there is an Arabic equivalent to that tag, and no doubt it is being quoted today with satisfaction in those Arab circles which believe that peace with Israel is neither possible nor desirable, and that Zionism is an anti-historical movement fated to destroy itself. If the gods wished perdition of the Israelis, they would drive them mad; and what more suicidal folly could they inflict on them than that of choosing leaders committed to holding on at any price to territories which their neighbours will not enounce, in defiance of the one world power on whom they depend for weapons, for financial aid, and for diplomatic support?

Such are the leaders the Israelis have chosen, by casting their votes for Likud (forty-one per cent), the National Religious Party (twelve seats), and for the Shomronim Party led by General "Arik" Sharon (two seats). Those parties do not together command an overall majority in the new Knesset, but they could probably just achieve one by allying with the two Agudat parties (Orthodox religious groups whose interest is in the external observance of traditional Jewish law rather than the orders of the state or its relations with the outside world) and by accepting the somewhat limited support of Mr. Samuel Alito-Sharon, who ran for the Knesset with the sole and avowed purpose of avoiding extradition to face fraud charges in France, and who now finds himself in the extraordinary position of having won two seats after campaigning as a one-man list.

### Strong position

Such a majority would be a narrow one (sixty-two seats out of 120, assuming that Mr. Alito-Sharon would be willing and constitutionally able to co-opt a Likud supporter into his extra seat—a point that remains to be elucidated) and somewhat lacking in elegance. The demands of the Agudat parties for such things as the banning of post-mortems and of any kind of work on the Sabbath do not fit all that easily with the liberal individualist outlook of the parties composing Likud. But the fact that that majority exists on paper puts Likud in a very strong position, for there is no doubt that the National Religious Party would prefer it to a return to the previous alliance with the Labour Government. But Likud and the NRP have called for a national coalition of all Zionist parties, but they can negotiate from a position of strength, presenting Likud's leader Mr. Menachem Begin as the natural prime minister of such a coalition, since his is now the largest

group in the Knesset) and refusing any demands from the other parties that they find excessive. The Labour Party, defeated after ruling the state throughout the first twenty-nine years of its history, will no doubt prefer to go into opposition (as several of its leaders have already urged) rather than to bargain from a position of weakness. But there is much more uncertainty about the Democratic Movement for Change, led by Professor Yisrael Yadin, which as a new party has certainly done well to win fifteen seats, and is the main beneficiary of Labour's collapse. Ironically one of its main demands was for the adoption of a different electoral system which would make such breakthroughs by new parties more difficult, but would also give greater influence to local and national party bureaucracies.

Professor Yadin has made the abandonment of the national list electoral system and agreement to hold new elections in two years the absolute conditions of his joining any government. He would also insist on reforms in the structure of government which Likud would probably not have difficulty in accepting: the recent scandals have amply demonstrated their necessity and the electorate has clearly taken the point.

But Professor Yadin's programme also allows for a partial withdrawal from the West Bank in the context of a full peace treaty—something which Mr. Begin and his party have firmly ruled out. Professor Yadin, a man of extensive international contacts and generally moderate reputation, would probably not be keen to participate in a government with a "not-an-inch" policy which he would consider dangerous and unrealistic. His leading lieutenant, Professor Amnon Rubinstein, would find such a policy even less palatable; and though the party does also contain "hawks" who might be tempted to break ranks and support a Begin government, if they did they would also be breaking an undertaking given before the elections to resign their seats if they could not abide by party decisions.

Mr. Begin would certainly like to have Professor Yadin in his government, both in order to secure a more comfortable parliamentary majority and to give the team greater weight and international respectability. But the question is likely to be decided before it is clear whether a deal between them is possible. It may well be six weeks or more before the new government is actually formed.

Mr. Begin's health is a source of further uncertainty. He has lately suffered from heart failure, and some observers doubt whether, after a lifetime

in opposition (broken only by three years as minister without portfolio in 1967-70), he has the taste or the strength for supreme political responsibility. There is no doubt that internationally he would be liable as prime minister, both because of his terrorist past and because of his simplistic, if sincerely held, views on the key issues of territories and peace. Even within Likud, while his own Herut party supports him, the Liberals would probably take a more flexible line under the right sort of pressure. But Likud has no obvious alternative leader, and given its much greater numerical strength it would hardly be ready to concede the leadership of the government to Professor Yadin.

### Treading warily

For the rest of the world, and most immediately for President Carter, the election result poses very difficult problems. President Carter believes, rightly, that the present dominance of moderate leaders in the key Arab states provides a unique opportunity for peace, but one which, if not exploited, would be unlikely to stay open for very long. He also knows that the terms of peace acceptable to moderate Arab leaders are ones that he would have great difficulty in persuading even a Labour government in Israel to accept. The victory of Likud is, *a fortiori*, a snub to those moderate Arab leaders and liable to endanger their political position in their own countries and in the Arab world at large.

Rightly anxious to avoid a new surge of destructive radicalism in the Arab world, the American administration will have no choice but to continue its efforts to find a peaceful solution in the Middle East. But it is likely to be more cautious than ever about putting pressure on Israel, for fear of provoking the new extremist leaders to even more extreme policies with disastrous results. On the other hand, and for the same reason, the United States' reluctance to help Israel acquire very sophisticated and destructive weapons, already perceptible, is now likely to grow. And if a confrontation with the new Israeli government turns out to be unavoidable, President Carter may now feel that it will at least be easier to explain to American public opinion, including many American Jews,

in the last resort, Israel's new leaders will find themselves confronted by the same hard decisions as their predecessors. In the past their role has been to make those hard decisions harder. From now on they will be confronted with direct responsibility for the consequences of the policies they advocate. The world can only hope that they will act responsibly.

## SKILLS MATTER MOST FOR JOBLESS YOUNG

The baby boom children of the 1960s are struggling through the education system and out into the world, just as the supply of jobs for young people has gone to marked decline. Unemployment among the young has more than doubled since 1972, increasing at almost three times the rate of unemployment in general, according to the Manpower Services Commission's report yesterday. The young people who come onto the labour market in increasing numbers in the next four years are likely to find matters as bad as they are now, and probably worse. Apart from the distress and disillusion suffered by those who are hunched over the wrong foot, this trend involves a growing waste of a human national resource.

Aside from the mysteries of the procreative impulse, the main cause of this state of affairs is Britain's economic predicament. But there are several reasons why school-leavers have suffered especially badly. The approach of which the Manpower Services Commission is one embodiment cannot together escape a share of the blame. The Government has been too inclined to respond to the use in unemployment with creative and palliative measures, which have had some short-term success in preventing people from being left utterly without

work, at some sacrifice to longer-term needs. Something had to be done if the unions were not to become disaffected, part of the cost is being borne by the young unemployed.

Since 1975 it has been made an expensive matter for a company to make workers redundant. The new rules have humanitarian motives, but they naturally made employers reluctant not only to make labour cuts for the sake of productivity or because of a decrease in business, but also to take on new workers, unless they could see a very distinct and long-term need for their services. Meanwhile a variety of projects have been undertaken with the aim of mitigating the effect of the recession on the unemployed, figures at almost any time of value than they have been of more value than they seem to be, because of the saving on unemployment pay. They become increasingly difficult to justify as the problems they combat come to appear as ingrained aspects of Britain's industrial malaise rather than brief emergencies that can be weathered out.

A number of these initiatives have had reference to young people, among them some which have shown clear signs of desperation. The feebleest was perhaps the much-publicized inducement to early retirement so that

the young could step sooner into old men's shoes. The various work creation and work experience programmes have often been marked by a futile ingenuity which does not inspire confidence. It is no service to them to make them feel that they are bad material—uninterested and poorly educated. There is an element of prejudice in this time-honoured lament, but it indicates the priorities that the commission should have. Many schools today are failing to equip their pupils with the skills that modern industry demands. The worst job shortages exist in unskilled work, and demand in that category is the least likely ever to revive. The money that the commission seeks must justify itself not by the number of idle hands that it keeps occupied but by the value of the skills that it imparts to them.

The commission does not disguise the scrappy nature of much of what has been done but it seeks a commanding role in what it proposes for the future with only intermittent signs that it fully appreciates how much has gone wrong. It also lays stress on one additional reason why employers are slow to take on young recruits. They think that they are bad material—uninterested and poorly educated.

There is an element of prejudice in this time-honoured lament, but it indicates the priorities that the commission should have. Many schools today are failing to equip their pupils with the skills that modern industry demands. The worst job shortages exist in unskilled work, and demand in that category is the least likely ever to revive. The money that the commission seeks must justify itself not by the number of idle hands that it keeps occupied but by the value of the skills that it imparts to them.

### Good from rancher game

From Dr W. E. Ormerod.  
Your correspondent, Marcus, has suggested in his article of April 22 that the substitution of ranch game for cattle would stop a flood of insecticides and the massive overgrazing which are afflicting West Africa so severely. I should like to make two comments.

Firstly, the international organizations are at present using insecticides not so much for the eradication of tsetse as of Simulium, the vector of river blindness. Those who have seen this disease, or the BBC's film about it, will realize that the use of insecticides for its control clearly in the interest of the people who are affected is the same as not to be said for the use, also annulled by the international organizations, of insecticides for eradicating tsetse, since any insecticide used would only benefit tsetse and with a higher order of killing.

My second point is that while game is less destructive than cattle, when herded by man game is likely to cause as much overgrazing as cattle.

The major ecological problems of West Africa are not the conservation of wildlife or the use of insecticides. West Africans will rightly identify tsetse as an essentially alien set of priorities. Game animals are a financial asset and their ranching may well form part of its future pattern of agriculture, but in West Africa there has been little game for many years and few people consider it to be important.

Cattle, on the other hand, are a significant part of their culture, and it is their raggedy that drovers and overgrazing are wasting the traditional cattle lands. However, cattle-rearing is well established in the moister zones, often with breeds of cattle which, like game, are

resistant to trypanosomiasis. It is the extension of this system of agriculture, that lacks the serious consequences of methods used in the more arid zones, that West Africans are likely to see as their highest ecological priority. I am, yours faithfully, W. E. ORMEROD, Reader in Medical Protozoology, London School of Hygiene and Tropical Medicine, Keppel Street (Gower Street), WC1. April 26.

### Aircraft noise

From Mr. G. Campbell-Smith.  
Sir, Mr. Carol Berman, chairman of a New York anti-Concorde pressure group whose photograph appears in today's edition (May 17) must have extraordinary sensitive hearing. With an east wind blowing, there were no aircraft within miles of the GPO tower. Yours faithfully, G. CAMPBELL-SMITH, 20 Fairlawn, Putney Hill, SW15. May 17.

## Distributors of 'Private Eye'

From the Editor of Private Eye.  
Sir, The anomalies of the Criminal Libel Law are not the only issue demanding discussion following the conclusion of the *Private Eye*/Goldsmith litigation.

During the course of this litigation a far more dangerous precedent was established and its legality confirmed by the House of Lords. I refer to the suing by Sir James Goldsmith of minor distributors of *Private Eye* and his sending of the editors to jail for libel. The distributors who made such an agreement have now line under the right sort of pressure. But Likud has no obvious alternative leader, and given its much greater numerical strength it would hardly be ready to concede the leadership of the government to Professor Yadin.

Many distributors quite understandably took the view that it was simply not worth their while to contest the writ, so it is irrelevant to speculate on what might have been the outcome had the cases been taken to court. The mere institution of proceedings has been enough to be enough to make a distributor agree to discontinue handling a publication.

Only Lord Denning has in his great wisdom seen fit to condemn what was done in this case. He has gone further and laid down that distributors cannot be held liable in any circumstances, except when they have been given warning in advance of publication of a specific libel.

This serious issue must be clarified before others take advantage of the precedent that has been established. Yours sincerely, RICHARD INGRAMS, *Private Eye*, 34 Greek Street, W1.

### Lobby system drawback

From Mr. David Dimbleby.  
Sir, One drawback to the Lobby system not mentioned in today's leading article (May 18) is that it encourages sloppy journalism. I have twice been attacked by a Prime Minister through the Lobby. On neither occasion did any member of the Lobby check with me what was said by the Prime Minister's spokesmen. The allegations were simply published as though they were facts.

Why this abandonment of elementary journalistic practice? Idleness? Or is it that a diet of stories for which neither reporter nor source can be held responsible (since the meeting at which information passes never officially takes place) is so debilitating that, as in the *Jay* affair, it reduces Lobby correspondents to mere pedlars of title-tattle? Yours faithfully, DAVID DIMBLEBY, Richmond, Surrey. May 18.

### Police corruption

From Mrs. Raymond Blackburn.  
Sir, May I take this opportunity of placing on record my certain knowledge that the unearthing of police corruption, particularly in the obscene publications squad, was in no small part due to my husband's brave and lonely legal battles over the past nine years. It was clear to him that illegal rackets were flourishing, he very quickly discovered why they were being allowed to flourish, and on several occasions before the judges came too close to the truth to spell it out. Now surely, all the lawyers and eminent judges whom he addressed in both his cases concerning the gaming laws and the pornography laws must realize that he was right. This made his task "in the external vigilance of the law," to quote Lord Denning, all the more immense and courageous. I am very proud to have been associated with him in these endeavours.

Yours very sincerely, RAYMOND BLACKBURN, 30 Somersfield Road, Chiswick, W4. May 16.

### Planning for cyclists

From Mr. D. R. Widdess.  
Sir, Mr. Hunter calls attention to the "privileged" position of cyclists and the danger many of them cause. Not only to themselves, but other road users. One might add that pedestrians are similarly unqualified, untested and unlicensed, and yet are frequently found endangering themselves and other road users by attempting to cross the public highway. Perhaps it should be established that in future any cyclist or pedestrian venturing on to the open road should be preceded by a motor car waving a red flag. Yours faithfully, D. R. WIDDLESS, Newnham Cottage, Queen's Road, Cambridge. May 10.

### 'Badger Watch'

From Mr. D. F. J. Davies.  
Sir, Your correspondent Mr. Reginald Williams (May 17) has missed the point. What spoiled *Badger Watch* was the same thing that ruined the 1976 Olympics, and obliges me to leave the room whenever my family is watching television sport, the fact that people will not stop talking. Pretending to be an encyclopaedic knowledge of the activity concerned and close acquaintance with all the players, they distract the watcher with superfluous technicalities and even claim to know what people are thinking. Rather than be quiet they will retail trivia of the most numbing kind.

## The judges and trade union rights

From Mr. Nicholas Scott, MP for Kensington and Chelsea (Conservative).  
Sir, It comes as a sadness but no surprise to learn that the Leader of the House of Commons, Mr. Michael Foot, is now denouncing the Judiciary before the Union of Postal Workers. Previously he has debated the procedure of the House of Commons by proposing successive guillotine measures, threatened the freedom of the press with a closed shop and proposed the dismemberment of the House of Lords.

Is there any worthwhile institution in Britain that this renowned parliamentarian will not hawk, trade or bargain away to curry favour with his political supporters?

Yours faithfully, NICHOLAS SCOTT, House of Commons.

From Mr. R. W. M. Dias.  
Sir, Mr. Michael Foot's recent attack on the Judiciary can only dismay even some of his supporters. One as learned as he in history must surely know that the traditional role of the Judiciary can be seen as siding with the "underdog" of the nineteenth century against the individual when he was threatened by the over-mighty monarch (executive), just as it has come to the rescue of workers when threatened by over-mighty employers (eg. by virtually abolishing the defence of consent to claims for damages by injured workmen, by curbing the operation of unreasonable terms in contracts of employment and in several other technical ways). Where an act is illegal or law, judges have no alternative but to say so, as they did in the recent proposed strike by Post Office workers. This is why the legalisation of otherwise illegal industrial action has to come from Parliament.

This has nothing to do with any anti-union attitude. Indeed, the evidence gives no support to such an assertion. For instance, in the *Crofters' Titled Case* in 1942 the House of Lords interpreted the law of conspiracy so as to exclude from its compass combinations in protection of legitimate trade interests. The public does not hear of this case nor of many others to be found in law reports. Today, it needs a robust pronouncement by not to perceive the threat to individuals from over-mighty unions. This is why the Judiciary, to its role of siding with the underdog, gives relief to the former where possible within the law. Two cases invariably quoted as evidence of judicial prejudice against unions are both instances of redress being given to individuals driven out of work by their unions (*Bonson v. Musicians' Union*; *Rookes v. Barnard*), the one for failing to pay his subscriptions, the other for resigning. These are supposed to be examples of union victimization.

The answer to Mr. Foot's charge is best provided by two authors who, in an article entitled "Industrial Conflict—Judicial Attitudes", investigated the area most likely to show evidence of anti-union bias and concluded: "Clearly there was less statistical evidence of the influence of judicial bias than might a priori have been expected" (1969, *Modern Law Review*, vol. 32, p. 581). Coming from two experts in the field, at least one of whom belongs to the far left, their conclusion should be instructive, if not an object-lesson, to Mr. Foot.

Much trouble stems from "label-thinking" that is so prevalent today. In recent Post Office workers' strike case, the Judges were asked to declare the

proposed strike illegal, as it undoubtedly is by virtue of an Act of Parliament. The Attorney-General sought to prevent them from saying so by brandishing his "discretion" not to seek an injunction to stop the strike. Now, the label "cat" covers a wild tiger and a domestic rabbit, but for the purpose of going to bed in the same room with one a blind adherence to that label might prove suicidal.

Similarly, it is one thing not to take action against an individual in respect of a particular action: it is quite another thing when the offence is nationally organized, in defiance of an Act of Parliament, in protest against the policy of a foreign country, and likely to inflict hardship on uninvolved people here. To label the latter simply as an exercise of "discretion" is like labelling a tiger as a "cat." If label there must be, then the choice lies between "rule by law," where law is used or not simply as an instrument of executive power and discretion, and "rule of law," where law serves to control power. The Court of Appeal's decision reflects the latter and is in line with the historic role of the Judiciary to control the abuse of power in any quarter. To criticize it on the ground of anti-union prejudice can only reveal the prejudice of the critic. Ironically, the Post Office Workers' Union, and no doubt Mr. Foot, stand foremost in opposing the "rule by law" in South Africa.

Yours faithfully, R. W. M. DIAS, 5 Babraham Road, Cambridge.

From Mr. Alan Dyer.  
Sir, The proposition of the closed shop and a searchlight apologist for Mrs. Gandhi's authoritarian regime whose assault on the individual's liberties has led to the campaign for a Bill of Rights now has the effrontery to pose as a defender of those rights he has restricted and asserted. For instance, in the *Crofters' Titled Case* in 1942 the House of Lords interpreted the law of conspiracy so as to exclude from its compass combinations in protection of legitimate trade interests. The public does not hear of this case nor of many others to be found in law reports. Today, it needs a robust pronouncement by not to perceive the threat to individuals from over-mighty unions. This is why the Judiciary, to its role of siding with the underdog, gives relief to the former where possible within the law. Two cases invariably quoted as evidence of judicial prejudice against unions are both instances of redress being given to individuals driven out of work by their unions (*Bonson v. Musicians' Union*; *Rookes v. Barnard*), the one for failing to pay his subscriptions, the other for resigning. These are supposed to be examples of union victimization.

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### Devolution reaction

From Mr. Adam Ferguson.  
Sir, At a stroke of the pen—the defeat of the Government's guillotine motion on the devolution Bill provoked an understandable outburst of anger and disappointment in Scotland. At least one of the reasons for this morning's twisted record in a knot. May I immediately put it straight?

There were two principal reactions in Scotland to that fourth week of absurdity. One was the enormous relief of the entire community (the chambers of commerce and the Scottish CBI expressed their satisfaction at once) and of the count- less other groups and individuals who believed that an assembly would lead to separation and economic disaster. The second, and perhaps more significant, was the declaration of independence by public apathy from almost everybody else, from one end of the country to the other.

Newspapers seeking adverse public reaction to, or large sums of money from, the guillotine's defeat could detect none, and had to make do for copy with the predictable railings of political spokesmen. Not a march would be marshalled, not a demonstration staged, not a poster attributed in protest. Not a tremor attributable with certainty to that event appeared on any pollster's graph of party political popularity. Devolution remained at the bottom of the list of popular priorities.

Public manifestation of "understandable" disappointment and anger about the guillotine was confined to the instant tantrums thrown that evening by one of the SNP's parliamentary group, and to the frustrated squawks of the outrage next morning from the handful of Scottish newspapers and correspondents sympathetic to the party's cause, which died down in a few days for lack of response.

But of course the hard core nationalists were disappointed. The SNP have cherished no other hopes of attaining their ends except through the chosen instrument of an assembly. Mr. MacCormick now tries to persuade us that, under the "devolution" wishes of the "Scots" (what arrogance he has!) are satisfied, his party will otherwise (!) be out to sweep the board, and that none will regret the consequences of this blundering. This blundering, however, seems to indicate that the Conservatives at any rate, now back tracking on legislative devolution, have just about got it right.

I am, Sir, Yours faithfully, ADAM FERGUSON, 9 Addison Crescent, W14. May 17.

## Preserving the British archive

From Captain Stephen Roskill, FBA, RN (ret).

Sir, Having spent much of the last 30 years researching in Government records may I lend my support to the plea put forward by Professor Horne, Sir John and others for a Government Archives Service?

My experience covered chiefly the Cabinet Office, Admiralty and Air Ministry records. The Confidential Library in the first named was well organized, and the staff always most helpful; yet even there the authorized and obviously unintentional destruction of the Cabinet Secretary's "standards files" covering the early months of the war took place.

The Admiralty's Record Office was manned by Civil Servants who were doubly conscientious men but were plainly not of the highest calibre, and were totally untrained in historical needs or archival administration. To give only one example of its methods, one day I was in the office when "weeding" was actually in progress, and there was a large pile of documents dumped on the floor prior to destruction. I glanced through it and saw that it dealt with Admiralty lands in colonial territories—an interesting if minor aspect of our Imperial era. As the papers were already sealed I pinched one of them, and from it I wrote an article which was published in your paper.

To give some examples of unauthorized destruction of papers I know that on the death of Admiral Sir Dudley Pound (First Sea Lord 1939 to 1943) his personal assistants went through his papers and destroyed some of them without consulting anyone or seeking any authority; and in 1948 an excessively discreet First Sea Lord's secretary destroyed a wartime letter from a certain Admiral. Fortunately in that case a copy was preserved in the Prime Minister's Private Office papers (now Premier 3 series).

In my experience the Air Historical branch has much the most efficient organization of any of the Service departments and, as its head once said to me, his instructions were to preserve everything of historical interest. But even there one does not know what papers were destroyed before they reached the Historical branch. The power of departments to keep some records "closed" for more than the statutory 30 years also requires careful attention, since it can produce absurd anomalies, such as documents which I have used and actually quoted from now having been placed under such a restriction.

Another aspect of the problem is the lack of inter-departmental co-ordination, which results in duplicates of a lot of papers being retained in different PRO series—such as the Cabinet Office and the Service department records. Plainly there is a need to eliminate such a waste of space and to introduce a system of cross-referencing. Only trained archivists could carry out such work.

Where I do not entirely go along with Professor Howard is in his commendation of the American system, though it is vastly superior to our own. Again, making only the naval side, the US Navy's "Classified" (now "Operational") archives were beautifully maintained while in the charge of the Navy Department's Historical branch. But on transfer to the National Archives many of the documents are micro-filmed—doubtless to save space—and one can spend many frustrating hours going through hundreds of them in search of what one needs. From the historian's point of view the preservation of originals, or the taking of Xerox copies in the case of fragile documents, is infinitely preferable to microfilming them.

Finally I wish to make it plain that none of these remarks are intended to be in any way critical of the efforts made by the PRO in recent times to improve matters. They have tackled the general difficulties posed by the release of thousands of new documents with outstanding energy and skill, and render all of us admirable service. But that does not eliminate either the need to ensure the service posed by Professor Howard, or the need to import trained archivists into all departmental record offices, or the need to preserve and to release as soon as possible all historically important documents. The authorized destruction should of course be totally prohibited.

Yours faithfully, STEPHEN W. ROSKILL, Churchill College, Cambridge. May 14.

### Washington Ambassador

From Colonel R. J. Longfield.  
Sir, In your article supporting Mr. Peter Jay's appointment as our Ambassador in Washington (May 16), indeed in all the correspondence on this subject, there has been one surprising omission.

This very brilliant young man is, I understand, a product of the much criticized British public school system, having been educated at Winchester College. He surely owes a great deal to this education and one wonders why credit is not given where it is so obviously due? Or is it considered that this might tarnish his image? Yours faithfully, R. J. LONGFIELD, Lower Silton, Gillingham, Dorset. May 17.

### Say it with vegetables

From Mr. Angus Doultan.  
Sir, I am afraid that Mrs. Mackintosh (May 11), may be frustrated. Some years ago I attempted to do just that by sending a cauliflower from Glasgow to London, a well known inter-flower company. My order was rejected on the grounds that this species, despite its name, was not, in fact, a flower and therefore could not be supplied. Luckily I was able to find another way of "saying it." Yours sincerely, ANGUS DOULTAN, 19 Richmond Road, Oxford.





## COURT CIRCULAR

**BUCKINGHAM PALACE**  
May 18: The Queen and The Duke of Edinburgh, attended by the Right Hon. Lord Fraser of Carmichael, MP (Secretary of State for Scotland), the Countess of Argyll, Sir Philip Moore, Mr. Robert Fellowes, Mrs. Michael Wall and Lieutenant-Colonel Blair Stewart-Wilson, left the Royal Train at Glasgow Central Station this morning and were received by Her Majesty's Lord-Lieutenant for the City of Glasgow (Mr. David Hogg, the Right Hon. Lord Fraser).

The Queen and The Duke of Edinburgh drove to Water Row, Govan, and, escorted by the Chairman, Mr. J. C. Robertson, visited the Govan Walkway, an environmental project of the Scottish Development Agency.

Her Majesty unveiled a commemorative plaque and, with His Royal Highness, planted trees before making a tour of the housing development.

The Queen and The Duke of Edinburgh, attended by the Lord Kirkhill (Minister of State, Scottish Office) and the Ladies and Gentlemen of the Household in attendance, later drove to Cumberland and Kilsyth (Mr. George Murray).

Her Majesty and His Royal Highness arrived at Burroughs Machines Limited (Chairman, Mr. W. Macdonald) and were received by Her Majesty's Lord-Lieutenant for the County of North Ayrshire (Mr. J. C. Robertson) and the Provost of Cumberland and Kilsyth (Mr. George Murray).

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## Forthcoming marriages

**Mr. R. M. Jack and Miss E. E. Ratcliffe**  
The engagement is announced between Mr. R. M. Jack, of the Royal Air Force, and Miss E. E. Ratcliffe, of the Royal Air Force. The wedding will take place at St. Andrew's Church, Edinburgh, on June 10.

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## Birthdays today

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## Church news

**The Rev. J. A. Brown, vicar of St. Andrew's Church, Edinburgh**  
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## Latest appointments

**Mr. William McAlister, Director of the Battersea Arts Centre**  
Mr. William McAlister, Director of the Battersea Arts Centre, has been appointed to the post of Director of the Institute of Contemporary Arts from June 1.

**Dr. Bernard Feilden, architect and partner in Feilden Masson, to be Director of the Institute of Contemporary Arts**  
Dr. Bernard Feilden, architect and partner in Feilden Masson, has been appointed to the post of Director of the Institute of Contemporary Arts from June 1.

**Mr. Basil Greenhill, to be chairman of the Dulwich College picture gallery committee, in succession to Sir Noel Furlong**  
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## Latest wills

**Brooks, Mrs. Isabel Edith**  
The will of Mrs. Isabel Edith Brooks, of 113, 054 Crookbank, Lady, of Slomouth, has been proved by the executor, Mrs. D. M. Crookbank, of 113, 054 Crookbank, Lady, of Slomouth, on June 10.

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## Requiem Mass

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## Memorial service

**Mr. R. Plummer**  
A memorial service for Mr. Raymond Plummer was held at the Church of St. Vedast, Foster Lane, City, yesterday. The Rev. D. M. Crookbank, of 113, 054 Crookbank, Lady, of Slomouth, officiated. Mr. W. R. van Straubenzee, MP, read the lesson, and Sir Reg Goodwin, Leader of the Greater London Council, gave an address.

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## Today's engagements

**The Queen and The Duke of Edinburgh**  
The Queen and The Duke of Edinburgh will be attending the wedding of Mr. R. M. Jack and Miss E. E. Ratcliffe on June 10.

**The Queen and The Duke of Edinburgh**  
The Queen and The Duke of Edinburgh will be attending the wedding of Mr. J. D. C. Hart and Miss E. M. S. Mackay on June 10.

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## OBITUARY

### DR H. E. HALLAM

#### Research in chemistry

Dr. Harry Evans Hallam, Reader in Chemistry and Dean of the Faculty of Science at University College Swansea, died on May 14, at the age of 52. Dr. Hallam's early days were spent in British Africa, but he was sent to Aberystwyth for grammar school education and, after service in the RAF, he returned to the College there as an ex-serviceman and graduated in chemistry. After a brief research period and marriage into an Aberystwyth family he took a lecturing post in the University of Glamorgan. There he made great success of his teaching and commenced the formation of a circle of friends which continued to grow ceaselessly through the rest of his career.

In 1955 he was appointed lecturer in chemistry at Swansea

## OBITUARY

### MR OLIFFE RICHMOND

#### Research in chemistry

Professor Lawrence Gowing writes: During the last year British sculpture has suffered heavy losses among sculptors in mid-career from whom much more was still expected. None of these losses has been felt more personally and sadly than the recent death of Oliffe Richmond.

Richmond was born in

Hobart in 1919; his education as an artist began at East Sydney Technical College. A travelling scholarship from New South Wales brought him in 1948 to England and Chelsea. A time as an assistant to Henry Moore—that great teacher of sculpture—opened his training. Richmond's work developed through three phases in successive places, punctuated by impressive exhibitions. His heavily and heroically modelled figures, like the large bronze of Captain and William Pein School, Camber-

well, made a distinctive contribution to the efflorescence of British sculpture around 1960. But Richmond was always on easy terms with the machine, as a youth he had flown before he could drive and the great Lancs which he remodelled and drove serenely, as if enthroned, was hardly less his creation than the machine.



ALLAM  
hemistryFor Saving  
Investing and  
House-PurchaseHALIFAX  
BUILDING SOCIETYICI earmarks £140m for  
Teesside and confirms  
German expansion plans

Peter Hill, ICI Teesside Correspondent

Plans for a big expansion of ICI's facilities in Britain and Europe aimed at winning more of the European chemicals market were revealed yesterday.

The company is to spend £140m at its complex at Teesside and confirmed it is negotiating for a 300-acre site at Wilhelmshaven, West Germany.

ICI gave no details of the nature of the expansion at Wilhelmshaven. West Germany's only deepwater port, there has been industry speculation that up to £500m could be spent by ICI there over the next few years.

At Wilton, ICI will extend facilities for the production of chlor-alkali and vinyl chloride monomer and the test German site will complete British output of the production of chlor-alkali, vinyl chloride monomer and vinyl chloride.

ICI appears to have fused a number of different units with British Trade

unions over its plans for Wilhelmshaven.

Union leaders were concerned at lack of consultation and at the possibility of ICI building a large ethylene cracker on the site in view of the Government's belief that four ethylene crackers would be required in the United Kingdom by 1985 if the potential of North Sea oil and gas was to be fully exploited.

Last night, however, ICI said it had no plans to construct a large ethylene cracker at the German location. The complex would draw its feedstock from Britain and from other sources in Europe.

Mr Roger Lyons, national chemicals officer for the Association of Scientific, Technical and Managerial Staffs, said last night that the union welcomed ICI's decision to expand at Wilton but was not entirely happy about the German plant proposals although further details would be sought at a meeting shortly with ICI executives and the trades union.

In its statement ICI said that

together with its existing sites in Britain, Holland and France the latest plans would consolidate its manufacturing position in northern Europe around the North Sea basin.

The latest developments were necessary to build up the group's sales to the EEC, partly by increased exports and partly from local manufacturing.

Last year ICI exported £393m of products to the EEC and a further £128m worth to other parts of Western Europe. Earlier this year the company outlined increased spending plans for the next few years and this year will spend £520m on new investment and will sanction a further £700m of investment.

When the latest development at Wilton is completed it will provide jobs for 300 people and a much larger number during the construction. The latest plan is that the new complex at Wilton can be brought on stream by early 1980.

The company said that capacities for the various products involved have yet to be determined.

Threat to  
block part  
of deal on  
Cavenham

By Christopher Wilkins

A group of warrant holders is threatening to block a vital part of the proposed deal under which Sir James Goldsmith's Générale Occidentale is to acquire half of the 49 per cent stake in Cavenham it does not already own.

Warrant holders are important to the success of the proposed offer because their approval is required before any new preference shares can be issued. A feature of the GO bid is that shareholders who continue to hold shares in Cavenham after the offer should receive a scrip issue of one new preference share for every three ordinary shares.

The purpose of the preference issue is to raise the effective income per share from 5.3p net to 8.5p.

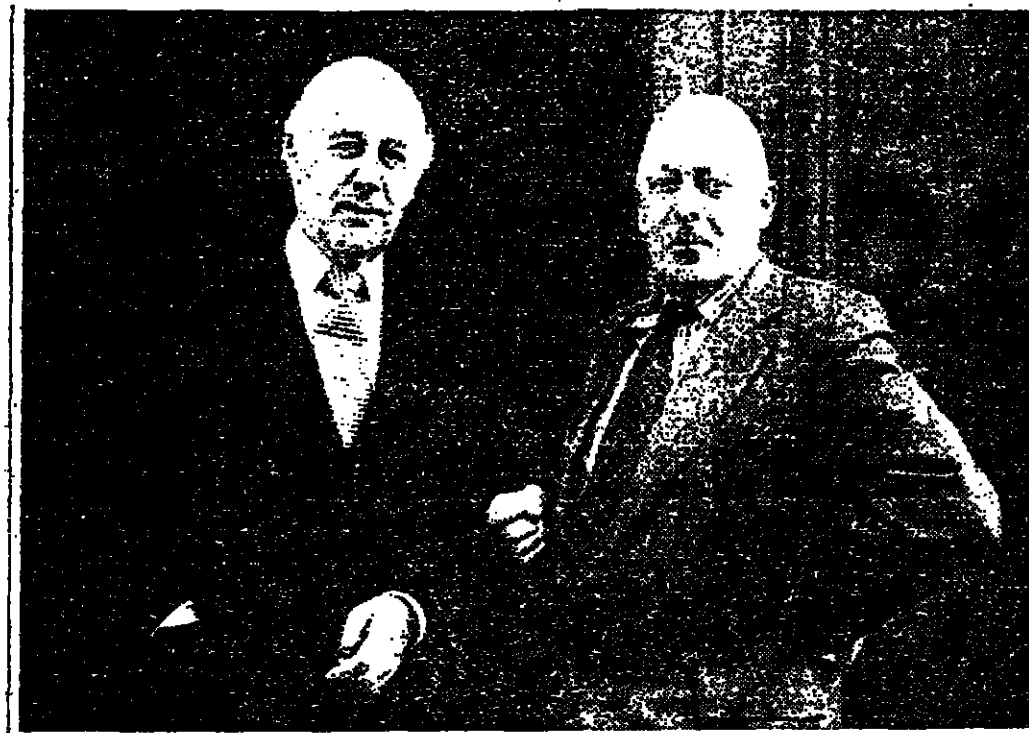
Recently a number of key stakes in the warrants have been built up, principally among stockbroking firms including Brevin, Dolphin. The holders now appear to be acting in concert and are claiming the right to block the 25 per cent of the warrants.

As 75 per cent of the warrant holders voting are required to approve the preference share issue, this stake would be big enough to block the issue.

The warrant holders argue that the offer of 42p per share is much too low and are likely to hold out for a higher offer. The sums involved are extremely small, the present bid being worth only some £630,000.

But while the warrant holders seem to be in a strong position, the crucial bid itself is not conditional upon their approval. The proposed preference share issue was only incorporated into the scheme at the insistence of Samuel Montagu, adviser to the minority shareholders. If Sir James Goldsmith decided to proceed with the rest of his proposals, the minority shareholders would have to forgo the additional income.

Baroness and Hambros, advisers to GO, will argue that the offer for the warrants is generous. As the offer document is already largely drafted it is inconceivable that the terms will be revised immediately and the chances of a better offer being made for the warrants later look slim.



CBI chief to retire: Lord Watkinson, president of the Confederation of British Industry since May 1976 (on right of picture), is to give up the appointment at the end of the year, four months early. The decision is taken on medical grounds. He will be succeeded by Mr. Methven, "John" Greenborough (left), deputy chairman and managing director of Shell UK.

Addressing the annual meeting, which had clearly expected to elect the president for his second year, Lord Watkinson said: "Following a medical check-up which we all have from time to time, I have to try and reduce my commitments somewhat if I am to stay reasonably fit."

"It seems best for the CBI that I should carry on for the rest of 1977, which I think I am capable of doing if you reflect me this morning, handing over to my successor four months earlier than usual."

Lord Watkinson was the main architect with Mr. John Methven of the CBI policy document, "The Road to Recovery".

Business Diary, page 23

Welcome for lifting of  
London offices curbs

By John Brennan

A complete about-turn in the Government's thinking on office development within central London has prompted the property industry and received unreserved acceptance from the Location of Offices Bureau.

In the past 14 years, LOB has helped 2,000 firms to move 140,000 office jobs from central London. The Order in Council establishing the bureau charged LOB to "encourage the decentralization of office employment from congested central London to suitable places elsewhere".

As a result of Tuesday's statement by Mr. Shore, Secretary of State for the Environment, the LOB has been given the job of attracting overseas office employees to this country and of attracting office employment to inner urban areas, including London.

The LOB is clearly very sensitive to the fact that after a decade and a half of successfully pushing office workers out of London it now has to bring jobs back in. A spokesman commented yesterday: "No one expects us to go out and bring back the jobs we helped to move."

The bureau has long wanted to expand its role outside of the Greater London area, and Mr. Shore's proposals do significantly extend its brief.

Apart from drawing British and overseas office employees into central London, LOB is to

be an agent of the Government's plans to get a better distribution of offices throughout the country.

Mr. David Llewellyn, chief executive of Llewellyn Property Corporation and president of the British Property Federation, said yesterday: "This is a very welcome move in the right direction."

He was encouraged by the Government's change of heart on inner city offices and the relaxation of office controls in the south-east.

In his statement on Tuesday, Mr. Shore announced that, in line with the Government's plans to stimulate employment in the construction industry and to reverse the drift of employment from inner London, the exemption limit for office development permits would be raised from 15,000 to 30,000 sq ft.

Offices employing only 200 to 300 people are to be exempt. This is expected to lift controls from 55 per cent of development applications received by Mr. Sydney Mason, chairman of the Hammons Property and Investment Trust, for long an outspoken critic of the Government's policy on property, echoed reactions from many other developers yesterday when he commented: "It looks as though the Labour Party has come to the view that developers are no longer persona non grata."

Financial Editor, page 23

Hopes of BP  
gas find  
in North Sea

By Our Industrial Editor

With its customary caution, British Petroleum was saying little last night amid mounting speculation that a major gas field may have been discovered in the North Sea, some 20 miles north west of the big Norwegian Frigg gas reserves.

Oil has also apparently been found in another area, about 12 miles north east of the Piper oil field.

Speculation was stimulated following comments made by Mr. Menucheh Eghbal, the chairman of the National Iranian Oil Co., that in partnership with BP new oil and gas finds had been made in the North Sea. Commercial profitability had yet to be assessed.

BP with Iranian Oil is drilling on Block 329/2, north of the Frigg gas field. BP commented yesterday that the drilling "has not yet reached its target horizon, so we can't say what is there."

The partners drilled on this block several years ago with an old-type rig, and encountered high pressure gas. A new rig, Sea Conquest, struck a well earlier this year, and little has been heard since about progress.

Industry observers, however, feel that the significant gas discovery may eventually be confirmed.

In the case of oil, the drilling is on block 15/13, north east of Piper, where a small quantity is said to have been produced but still has to be assessed.

Derek Harris

MF team  
arriving to  
check books

By Caroline Alderson

Members of the IMF team are to review Britain's economic position since the range of £2,294m, loan last December are expected to arrive in London today for consultations on Monday.

Officials in Washington and London have stressed the routine nature of next week's discussions and pointed out that the Fund is due to visit London anyway for the annual consultations which it has with all main IMF countries.

However, these IMF consultations with a difference: Britain's books will be reviewed by the team in the light of the Chancellor's Letter of Intent of 15 December. There he spoke of the need for a "fundamental" review of the economy and credit expansion which were agreed in return for the IMF loan.

A transformation in Britain's economic position since then has obviously put these facts with a new twist. The £2,294m call for public sector borrowing in 1977/78, which was so fiercely resisted over last year, now looks as if it may leave room for further reduction through next year's autumn.

Next week's talks will not consider the political implications of this, but will concentrate on the technical question how much room, if any, there will be.

They will lack the high drama of the talks last autumn when there were six weeks of high and drawn out negotiations between IMF officials and the Government.

The IMF team will meet senior officials in the Treasury and the Bank of England, and will call on Mr. Healey towards the end of their visit.

There are no plans as yet for the team to have talks with outside bodies such as the National Institute for Economic and Social Research, the TUC and the Confederation of British Industry.

Progress in the government's negotiations for a third round of pay restraint will also be discussed, as a commitment to income policy was part of the Letter of Intent.

The outlook for inflation in the official forecasts must be seen crucially on this, and the IMF team may be presented with alternative forecasts under different wage assumptions.

Earnings pass year's  
target after 8 months  
of pay bargaining

By David Blake

Economics Correspondent

A sharp increase in earnings of 1.9 per cent during March meant that the Government's target for the growth of earnings during the current round of policy was exceeded with only eight months of the bargaining year gone.

By the end of March average earnings had risen by 7.9 per cent since July 1976.

Government officials concede that the 7 per cent target, originally set as a low, unattainable, but say they still believe that during the current year the earnings growth will be below 20 per cent.

March was a bad month last year, so too much should not be read into the very high increase which stood in sharp contrast to the pattern of the previous two months.

There were some settlements which are thought to have pushed up earnings, tax bonuses paid out at the end of the fiscal year and an increase in overtime which is thought to have accounted for 1 percentage point of the 1.9 per cent increase.

There is still no strong evidence of any widespread evasion from the workings of the current policy, and basic wage rates increased hardly at all in March or in April.

Some of the slippage from the original prediction of the likely upturn under the policy is almost certainly to be explained by the pick-up in overtime (now at 16,000,000 hours a week) caused by the slow but fairly steady rise in industrial production which has been going on in recent months.

But there is clearly some unexplained slippage from the terms of the original policy and there is the possibility that the special circumstances which seem to have operated during March may themselves have been used by employers seeking to deal with workers' discontent over the problem caused by the squeeze on real living standards.

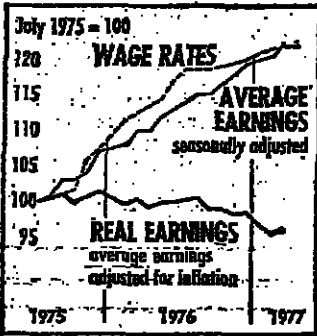
The last time that the increase in earnings increased by a large amount was December, when Christmas bonuses provided much of the explanation. The seasonal adjustment mechanism is designed to remove such anomalies; but it is possible that special exemptions are being used more nowadays in an effort to mitigate the full rigours of pay restraint.

Real earnings during March rose fractionally before tax, thus ending a decline which has proceeded since August of last year. They are, however, still nearly 4 per cent lower than they were at the beginning of the TUC's agreement with the Government in July 1975.

If the hopes that the total increase in earnings in the year to the end of July are fulfilled, then pretax earnings will have to fall over the remaining months of the policy.

The Government's hope is that the tax concessions introduced in the Budget will mean that take home pay will not have to fall in real terms in the coming months. This maintenance of living standards may make it possible to get a new round of pay restraint which would limit the growth in earnings next year to about 10 per cent.

So far, the Department of Employment has been notified of agreements affecting 10 million workers under stage two, all within the limits laid down by the pay code.



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Bank signal for  
static MLR

The Bank of England yesterday signalled to the money markets that it would prefer to see Treasury bill rates remain consistent with the continuation of minimum lending rate at 8 per cent.

It reactivated the Treasury bill related formula for setting MLR only last Friday, and apparently will not be left with the dilemma tomorrow of having to decide whether to suspend the formula again or make a fresh cut in MLR.

Treasury bill rates last night, however, were only marginally above the 7 1/2 per cent level

million to 4.7 million, fellow director Mr. Ezra Zilkha has reduced his from 2.75 million to 1.3 million, while the family trusts have slashed their holdings down by 1.2 million.

A spokesman for Mothercare said that Mr. Selim Zilkha's decision to sell was taken "to diversify the financial interests of his family", but he declined to say what he planned to do with the proceeds.

The spokesman added that the sale of such a substantial holding in no way "represented any weakening of the company's position in the City, coming less than two years after earlier heavy share sales by the Zilkha interests."

In February 1975 their stake was cut by 4.8 million shares, worth at the time £7.9m, and the timing of the sale a few weeks before the end of the group's financial year created considerable disquiet.

Later that year the interest was reduced by a further 2.2 million shares, reducing the Zilkha interests from 57 to 48 per cent.

At the time of the last sale Mr. Zilkha commented that he did not plan to make further sales in the foreseeable future. The spokesman for Mothercare added yesterday that "there are no further planned sales at the moment."

Reaction of the sale met an icy reception from the group's financial advisers, Hambros Bank, who commented that they were not made aware of Mr. Zilkha's plans in advance.

## Mothercare chief sells £21m stake

By Ronald Pullen

Mr. Selim Zilkha, founder and chairman of the successful maternity and children's wear group Mothercare, has again slashed his stake in the company and his family interests in the company.

In a large scale placing yesterday, stockbrokers L. Messel sold eight million Mothercare shares, and the total equity for £21.6m.

The placing was carried out at 270p, a discount of 8 per cent on the overnight price; but despite the scale of the operation, Mr. Zilkha and his family still held more than 7 million shares worth more than £20m.

Nevertheless, the move is bound to create further speculation in the City, coming less than two years after earlier heavy share sales by the Zilkha interests.

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SUN ALLIANCE  
& LONDON  
INSURANCE GROUP

ANNUAL GENERAL MEETING

The Annual General Meeting of Sun Alliance and London Insurance Limited was held yesterday at the Head Office of the Company in Bartholomew Lane, London, E.C.2.

Lord Aldington, the Chairman, presided and reported that the present estimate of the position at the end of the first quarter of 1977 was encouraging. Even after making a provision for further Subsidised claims it was estimated that the Home Underwriting account showed a material profit. Overseas there was also some improvement in underwriting results. The margin account for 1975 seemed likely to be better than 1974. Investment income was nicely up compared with a year ago, only a small amount of the increase being due to exchange rates.

In the case of this Group the publication of quarterly figures would be more likely to mislead than to indicate real trends but he was pleased to be able to report a return to an overall underwriting profit.

A Vote of Thanks to the Directors and Staff was proposed by Mr. William M. Rees and seconded by Mr. J. H. F. Findlay. The Chairman and Mr. J. A. C. Greenwood, Chief General Manager, responded.

CBI council  
backs new pay  
bargaining plan

By Malcolm Brown

The grand council of Confederation of British Industry yesterday approved a document proposing a radical transformation of the pay bargaining system.

A key proposal in the paper, details of which will be published early next month, is the telescoping of the annual pay round into a period of about three months.

Lord Watkinson, president of the CBI, and Mr. John Methven, director-general, were at pains yesterday to stress that the paper was not a blueprint but a discussion document.

A draft of the document, published last week by The Times, proposed the setting-up of a new national body which each year in the months before the Budget would try to reach a view on the prevailing economic situation and its practical implications for industry and pay bargaining. The pay round would then take place in the months after the Budget.

Since last draft was completed there have been a number of amendments, including several alternative timetables. One alternative mentioned yesterday by Lord Watkinson would start the pay round in the autumn.

BITM proposals, page 21  
Future of pay bargaining, page 23

## How the markets moved

Equities had good gains. Gold edged securities eased after a first start.

Dollar premium 117.75 per cent (effective rate 43.21 per cent). Sterling dropped 4 pps to \$1.785. The selective exchange rate index was 61.6.

Gold lost \$1 an ounce to \$146.55. SDRs were 1.16145 on Tuesday, while SDRs were 0.65812.

Commodities: Cocoa prices rose strongly. Rubber's return was at 1,675.2 (previous 1,678.2).

Reports, pages 24 and 25

## THE POUND

Rises	Falls	Bank	Bank
Beaverbrook 20p to 235p	McNeill Grp 5p to 35p	Australia 5 1.61	buys 1.55
Berisford & W 15p to 22p	Snia Viscosa 5p to 80p	Austria 5 30.25	28.25
Brown J 10p to 207p	Wellcom 5p to 145p	Belgium 5 64.25	61.25
Dary Int 3p to 22p		Canada 5 1.84	1.79
EMI 3p to 24p		Denmark 5 10.54	10.24
Fisons 5p to 37p		Finland 5 7.30	6.95
GKN 11p to 36p		France 5 8.72	8.40
Globe Corp 10p to 22p		Germany 5 4.22	4.00
Home Chem 5p to 21p		Greece 5 64.75	61.75
Imp Chem Ind 5p to 40p		Hongkong 5 7.90	7.50
Lucas Ind 10p to 30p		Italy 5 154.00	149.00
		Japan 5 500.00	475.00
		Netherlands 5 4.38	4.16
		Norway 5 9.36	9.00
		Portugal 5 67.75	64.25
		S Africa 5 2.04	1.90
		Spain 5 121.50	113.50
		Sweden 5 7.75	7.40
		Switzerland 5 4.28	4.00
		U.S. 5 1.76	1.71
		Yugoslavia 5 33.75	31.00

Mowlem  
International Construction Group

Chairman Sir Edgar Beck CBE reports...

■ Group profits up 83%.

■ Maximum permitted dividend recommended. This increased dividend is covered 4.7 times, 1 for a Scrip Issue proposed.

■ The U.K. Building Company has continued to trade at a satisfactory level of turnover and profits while the Civil Engineering Company has achieved a considerable increase in turnover with good profit margins.

■ Overseas a number of contracts have been successfully completed. In the Middle East a joint company has been formed to undertake work in Abu Dhabi and several contracts have already been obtained. Our associate company, Barclay-Mowlem, had another successful year in Australia.

■ During 1976 we completed the acquisition of Dulac & Ockenden, manufacturers of drilling equipment for water wells and the mining industry. Since the end of the year we have also acquired the assets of Ernest Ireland (Contractors) Limited.

■ Our order book remains satisfactory at home and overseas, where we expect to increase our turnover in the current year. Barring unforeseen circumstances I look forward to another good year.

Summary of Results	1976	1975
Year ended 31st December	£'000	£'000
Turnover	120,231	104,650
Profit before tax	4,251	2,553
Tax	2,264	1,245
Realised profits for the year	1,987	675
Earnings per share	22.97p	14.67p
Dividend (including tax credit)	7.50p	6.52p

Engineering Laboratory  
Equipment Limited  
John Mowlem and Company Limited, Westgate House,  
Belling Road, Brentford, Middlesex TW8 0QZ.



NOTICE OF REDEMPTION

To the Holders of

Compañía Anónima Nacional  
Teléfonos de Venezuela

8 1/4% Guaranteed Sinking Fund Debentures Due 1987

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Fiscal Agency Agreement dated as of December 15, 1972 providing for the above Debentures, \$350,000 principal amount of said Debentures bearing the following serial numbers have been selected for redemption on June 15, 1977, through operation of the Sinking Fund, at the principal amount thereof, together with accrued interest thereon to said date:

DEBENTURES OF \$1,000 EACH

32	63	1461	2080	4548	5202	6345	6910	7306	8014	8333	9071	9687	10414	11058	11891	12544	14129
135	1511	3029	4455	5203	6313	6930	7476	8026	8556	9085	9729	10476	11076	11729	12708	14182	
1574	3142	4579	5231	6333	6950	7496	8046	8576	9106	9750	10497	11097	11750	12822	14350		
387	1948	3385	4822	5356	6362	6973	7433	8143	8641	9212	9873	10518	11146	11826	12971	14444	
464	2038	3311	4839	5384	6386	6997	7506	8181	8677	9251	9911	10556	11184	11864	13009	14587	
488	2148	3393	4874	5406	6423	7039	7538	8219	8692	9244	9927	10588	11208	11890	13177	14678	
546	2203	3306	4734	5302	6478	7053	7558	8229	8741	9338	9973	10560	11217	11949	13252	14729	
548	2200	3302	4738	5304	6482	7058	7563	8235	8749	9338	9973	10569	11229	11959	13262	14739	
549	2201	3303	4739	5305	6483	7059	7564	8236	8750	9319	9974	10570	11230	11960	13263	14740	
550	2202	3304	4740	5306	6484	7060	7565	8237	8751	9320	9975	10571	11231	11961	13264	14741	
551	2203	3305	4741	5307	6485	7061	7566	8238	8752	9321	9976	10572	11232	11962	13265	14742	
552	2204	3306	4742	5308	6486	7062	7567	8239	8753	9322	9977	10573	11233	11963	13266	14743	
553	2205	3307	4743	5309	6487	7063	7568	8240	8754	9323	9978	10574	11234	11964	13267	14744	
554	2206	3308	4744	5310	6488	7064	7569	8241	8755	9324	9979	10575	11235	11965	13268	14745	
555	2207	3309	4745	5311	6489	7065	7570	8242	8756	9325	9980	10576	11236	11966	13269	14746	
556	2208	3310	4746	5312	6490	7066	7571	8243	8757	9326	9981	10577	11237	11967	13270	14747	
557	2209	3311	4747	5313	6491	7067	7572	8244	8758	9327	9982	10578	11238	11968	13271	14748	
558	2210	3312	4748	5314	6492	7068	7573	8245	8759	9328	9983	10579	11239	11969	13272	14749	
559	2211	3313	4749	5315	6493	7069	7574	8246	8760	9329	9984	10580	11240	11970	13273	14750	
560	2212	3314	4750	5316	6494	7070	7575	8247	8761	9330	9985	10581	11241	11971	13274	14751	
561	2213	3315	4751	5317	6495	7071	7576	8248	8762	9331	9986	10582	11242	11972	13275	14752	
562	2214	3316	4752	5318	6496	7072	7577	8249	8763	9332	9987	10583	11243	11973	13276	14753	
563	2215	3317	4753	5319	6497	7073	7578	8250	8764	9333	9988	10584	11244	11974	13277	14754	
564	2216	3318	4754	5320	6498	7074	7579	8251	8765	9334	9989	10585	11245	11975	13278	14755	
565	2217	3319	4755	5321	6499	7075	7580	8252	8766	9335	9990	10586	11246	11976	13279	14756	
566	2218	3320	4756	5322	6500	7076	7581	8253	8767	9336	9991	10587	11247	11977	13280	14757	
567	2219	3321	4757	5323	6501	7077	7582	8254	8768	9337	9992	10588	11248	11978	13281	14758	
568	2220	3322	4758	5324	6502	7078	7583	8255	8769	9338	9993	10589	11249	11979	13282	14759	
569	2221	3323	4759	5325	6503	7079	7584	8256	8770	9339	9994	10590	11250	11980	13283	14760	
570	2222	3324	4760	5326	6504	7080	7585	8257	8771	9340	9995	10591	11251	11981	13284	14761	
571	2223	3325	4761	5327	6505	7081	7586	8258	8772	9341	9996	10592	11252	11982	13285	14762	
572	2224	3326	4762	5328	6506	7082	7587	8259	8773	9342	9997	10593	11253	11983	13286	14763	
573	2225	3327	4763	5329	6507	7083	7588	8260	8774	9343	9998	10594	11254	11984	13287	14764	
574	2226	3328	4764	5330	6508	7084	7589	8261	8775	9344	9999	10595	11255	11985	13288	14765	
575	2227	3329	4765	5331	6509	7085	7590	8262	8776	9345	10000	10596	11256	11986	13289	14766	
576	2228	3330	4766	5332	6510	7086	7591	8263	8777	9346		10597	11257	11987	13290	14767	
577	2229	3331	4767	5333	6511	7087	7592	8264	8778	9347		10598	11258	11988	13291	14768	
578	2230	3332	4768	5334	6512	7088	7593	8265	8779	9348		10599	11259	11989	13292	14769	
579	2231	3333	4769	5335	6513	7089	7594	8266	8780	9349		10600	11260	11990	13293	14770	
580	2232	3334	4770	5336	6514	7090	7595	8267	8781	9350		10601	11261	11991	13294	14771	
581	2233	3335	4771	5337	6515	7091	7596	8268	8782	9351		10602	11262	11992	13295	14772	
582	2234	3336	4772	5338	6516	7092	7597	8269	8783	9352		10603	11263	11993	13296	14773	
583	2235	3337	4773	5339	6517	7093	7598	8270	8784	9353		10604	11264	11994	13297	14774	
584	2236	3338	4774	5340	6518	7094	7599	8271	8785	9354		10605	11265	11995	13298	14775	
585	2237	3339	4775	5341	6519	7095	7600	8272	8786	9355		10606	11266	11996	13299	14776	
586	2238	3340	4776	5342	6520	7096	7601	8273	8787	9356		10607	11267	11997	13300	14777	
587	2239	3341	4777	5343	6521	7097	7602	8274	8788	9357		10608	11268	11998	13301	14778	
588	2240	3342	4778	5344	6522	7098	7603	8275	8789	9358		10609	11269	11999	13302	14779	
589	2241	3343	4779	5345	6523	7099	7604	8276	8790	9359		10610	11270	12000	13303	14780	
590	2242	3344	4780	5346	6524	7100	7605	8277	8791	9360		10611	11271		13304	14781	
591	2243	3345	4781	5347	6525	7101	7606	8278	8792	9361		10612	11272		13305	14782	
592	2244	3346	4782	5348	6526	7102	7607	8279	8793	9362		10613	11273		13306	14783	
593	2245	3347	4783	5349	6527	7103	7608	8280	8794	9363		10614	11274		13307	14784	
594	2246	3348	4784	5350	6528	7104	7609	8281	8795	9364		10615	11275		13308	14785	
595	2247	3349	4785	5351	6529	7105	7610	8282	8796	9365		10616	11276		13309	14786	
596	2248	3350	4786	5352	6530	7106	7611	8283	8797	9366		10617	11277		13310	14787	
597	2249	3351	4787	5353	6531	7107	7612	8284	8798	9367		10618	11278		13311	14788	
598	2250	3352	4788	5354	6532	7108	7613	8285	8799	9368		10619	11279		13312	14789	
599	2251	3353	4789	5355	6533	7109	7614	8286	8800	9369		10620	11280		13313	14790	
600	2252	3354	4790	5356	6534	7110	7615	8287	8801	9370		10621	11281		13314	14791	
601	2253	3355	4791	5357	6535	7111	7616	8288	8802	9371		10622	11282		13315	14792	
602	2254	3356	4792	5358	6536	7112	7617	8289	8803	9372		10623	11283		13316	14793	
603	2255	3357	4793	5359	6537	7113	7618	8290	8804	9373		10624	11284		13317	14794	
604	2256	3358	4794	5360	6538	7114	7619	8291	8805	9374		10625	11285		13318	14795	
605	2257	3359	4795	5361	6539	7115	7620	8292	8806	9375		10626	11286		13319	14796	
606	2258	3360	4796	5362	6540	7116	7621	8293	8807	9376		10627	11287		13320	14797	
607	2259	3361	4797	5363	6541	7117	7622	8294	8808	9377		10628	11288		13321	14798	
608	2260	3362	4798	5364	6542	7118	7623	8295	8809	9378		10629	11289		13322	14799	
609	2261	3363	4799	5365	6543	7119	7624	8296	8810	9379		10630	11290		13323	14800	
610	2262	3364	4800	5366	6544	7120	7625	8297	8811	9380		10631	11291		13324	14801	
611	2263	3365	4801	5367	6545	7121	7626	8298	8812	9381		10632	11292		13325	14802	
612	2264	3366	4802	5368	6546	7122	7627	8299	8813	9382		10633	11293		13326	14803	
613	2265	3367	4803	5369	6547	7123	7628	8300	8814	9383		10634	11294		13327	14804	
614	2266	3368	4804	5370	6548	7124	7629	8301	8815	9384		10635	11295		13328	14805	
615	2267	3369	4805	5371	6549	7125	7630	8302	8816	9385		10636	11296		13329	14806	
616	2268	3370	4806	5372	6550	7126	7631	8303	8817	9386		10637	11297		13330	14807	



## BR raises hotel profits to £850,000 but catering down slightly

British Rail (BR) has reported a record profit of £850,000 for the year ended 31 March 1977, despite a slight decline in catering profits. The company's catering division, which is a separate legal entity, reported a profit of £24.5m, down from £25.5m in 1976. This was due to a drop in passenger volume and the loss of the catering contract for the new Channel Tunnel. However, the catering division's profit was still a record for the company. The catering division's profit was also a record for the company. The catering division's profit was also a record for the company. The catering division's profit was also a record for the company.

## Hitachi would like British TV plant

Hitachi has expressed interest in acquiring a British television manufacturing plant. The company, which is a Japanese electronics manufacturer, has been looking for a plant to establish a local assembly and service network in the UK. The plant would be used to assemble and service Hitachi's television sets. The plant would be used to assemble and service Hitachi's television sets. The plant would be used to assemble and service Hitachi's television sets.

## GEC gains extra £6.7m Bolivia microwave deal

GEC has secured an additional £6.7m from a contract with Bolivia for the supply of microwave radio equipment. The contract is for the supply of microwave radio equipment for the Bolivian High Andes. The contract is for the supply of microwave radio equipment for the Bolivian High Andes. The contract is for the supply of microwave radio equipment for the Bolivian High Andes.

## Warning on Burton redundancy scheme

There is a danger that the Burton group's redundancy scheme will be overreacting to market conditions, say some industry observers. The Burton group, which is a clothing manufacturer, has announced a redundancy scheme. The Burton group, which is a clothing manufacturer, has announced a redundancy scheme. The Burton group, which is a clothing manufacturer, has announced a redundancy scheme.

## Auditors could 'police' productivity pay schemes, BIM says

Management leaders yesterday told Mr Booth, Secretary of State for Employment, that company auditors could be used to police productivity pay schemes, if these could be introduced in the next stage of pay policy to give a measure of flexibility. The BIM representatives made it clear that they saw the need for a third round of pay policy, but insisted that it was to work it would need to leave room for differentials payments and incentives. The BIM representatives made it clear that they saw the need for a third round of pay policy, but insisted that it was to work it would need to leave room for differentials payments and incentives.



Sir Derek Ezra, BIM council chairman: "very useful"

## Ellis & Goldstein (Holdings) Limited

1977 RESULTS		
Year to 31 January	1977	1976
Turnover	£200	£200
Profit before taxation	28,545	28,765
Profit after taxation	926	2,130
Taxation	516	1,147
Total ordinary dividend	1.705p	1.55p
Earnings per stock unit	1.8p	4.3p

### Points from the statement by the chairman, Mr David Cannon

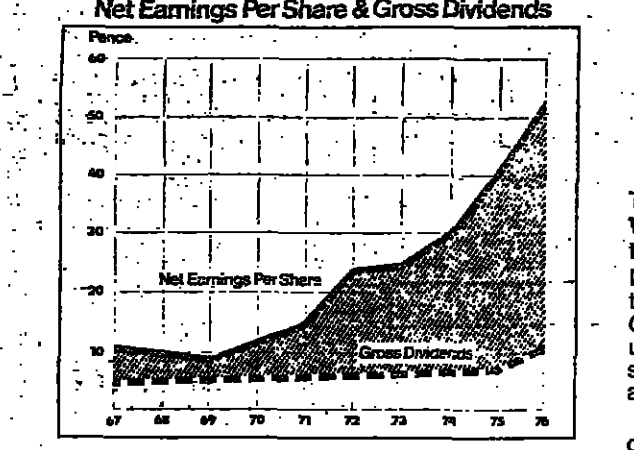
Turnover remained practically the same as last year because the decline in the home market was compensated for by increased exports. Lower sales of coats and suits were replaced by growth in the lighter, less tailored articles. There was substantial improvement in retail sales abroad. This increase, particularly in Australia, Canada and Sweden, is gratifying. The balance sheet is strong and again shows the benefit arising from stock appreciation relief and our available cash resources are considered adequate for foreseeable needs. In the last quarter, we began work on the necessary factory extension at North Shields. We are also continuing the replacement of knitting machinery at Leicester. For the immediate future, the opportunity is being taken to accommodate changes in demand. While the present sales of spring merchandise are satisfactory and initial indications of autumn orders are good, these do not provide a sufficiently secure foundation upon which to forecast the outcome of next year. After almost fifty years in the business, I shall retire at the end of June and be succeeded by William Goldstein. I would like to add my personal appreciation to our staff for their work this year, also to them and their predecessors for the support they have given me for so many years.

Eastex Dereta Dumarsel

## 300m Forth oil plan has 'hazards'

The marine terminal at Brackley Bay, in the river Forth, for proposed 300m Shell developments at Mossburn, is the most in the world and poses a hazard problem. The terminal is the most in the world and poses a hazard problem. The terminal is the most in the world and poses a hazard problem. The terminal is the most in the world and poses a hazard problem.

## "Another not unsatisfactory year for Taylor Woodrow"



The 42nd Annual General Meeting of Taylor Woodrow Limited will be held in London on Friday 10th June. Mr R. G. Puttick reports: It is with very great pleasure I record that our team has been honoured by receiving its third Queen's Award to Industry. It has been conferred upon Taylor Woodrow International Limited for the second time, in recognition of outstanding export achievement.

A firm standard has been established by your board feel it would be inappropriate to publish any approximate adjustments. Generally The construction industry in the UK has frequently been used as an economic regulator. In times of boom the industry has been required to meet excessive demands and in times of recession its work-load has often been abruptly curtailed by cut-backs in public expenditure. The construction industry in this country is at present undergoing one of the worst and most prolonged recessions in its history.

While we recognised the need to cut public expenditure (and as an industry we do not expect to escape unscathed) the cuts should be made where the expenditure has so dramatically increased in the recent past, i.e. in unproductive bureaucracy and extravaganzas in social services that our country cannot afford rather than cuts in capital projects. The longer the industry is allowed to run down, the greater will be the problem in getting a building programme going again when the present recession ends. Our expansion overseas and diversification into specialist operations are now standing us in good stead and made a substantial contribution to our results in 1976.

In evidence submitted to the Bullock Committee last year, your board opposed the proposal for trade union directors and legislation to govern employee participation. Our evidence may be briefly summarised to the effect that trade union directors would bring argument, contention and confrontation into the board rooms. The polarization of views could result in deadlock situations which would be disastrous in view of the need for a company to make rapid decisions if opportunities for business are not to be missed. The effective working of the boards would be frustrated.

Furthermore, in view of the diverse nature of industry no one system of participation should be imposed and each company should be allowed to develop employee participation in accordance with the needs and requirements of that company. In Taylor Woodrow we are proud of the fact that 98% of the directors in the Group were promoted from within and are worker directors.

The report of the Committee was issued in January, 1977 and has been widely publicised since. If the majority report is implemented by legislation then your board feel that this will result in nothing less than the end of private enterprise in this country. We shall therefore continue to oppose vigorously the recommendations of the Bullock Committee on the grounds that they are against the interests of you, our shareholders, of our team of trade unionists and of the whole nation.

R. G. PUTTICK  
Chairman

## WINN INDUSTRIES LIMITED

RECORD PROFITS:  
EXCELLENT GROWTH PROSPECTS

Chairman Cyril Kyme reports a record profit for 1976. A policy of concentration of investment in recognised growth areas, export sales drives and control on overheads gives excellent prospects for the future.

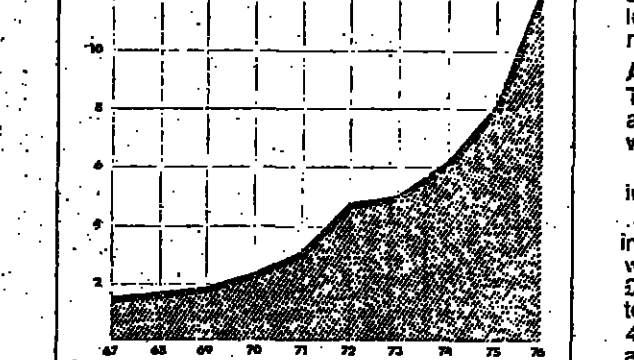
	1976	1975
Turnover	18,621	17,478
Profit before Tax	1,137	876
Profit after Tax	497	454
Dividend	2.5825p	2.275p
Earnings per share	4.7p	4.8p

Copies of report and accounts are obtainable from: The Secretary, 79 Grosvenor Street, London, W1X 0EQ.

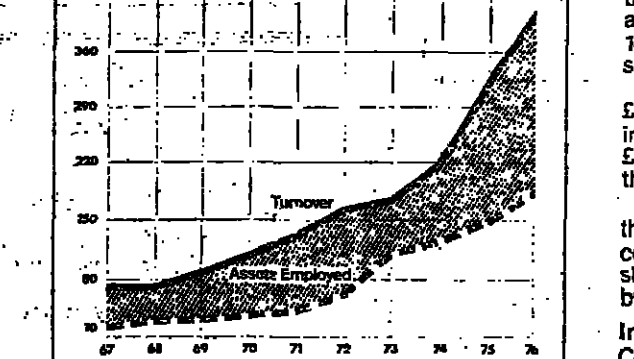
## Oil companies invest more in chemicals

Major oil companies are expected to become much more closely involved in the chemicals industry over the next few years, it was forecast yesterday by Mr Bill Thomson, chairman of Shell Chemicals United Kingdom. He told a symposium in London that it was clear that the oil companies were already devoting a larger proportion of their capital expenditure to chemical industry investment. Most companies, he said, were not stopping with the production of the basic lower olefins (ethylene and butadiene) and aromatic products, but were increasingly moving further into "downstream" product areas. Mr Thomson said that the oil companies were looking to invest in petrochemicals as a means of enhancing the use and value of crude oil. The reason for increased interest in chemicals was that the oil companies now had some advantage over the traditional chemical companies in the production of basic petrochemicals because of access to a variety of feedstocks.

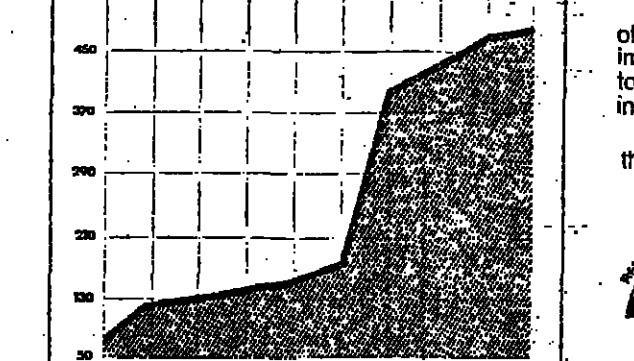
## Oil companies invest more in chemicals



## Turnover & Assets Employed



## Equity Per Share



## THE NORTHERN AMERICAN TRUST COMPANY LTD.

INTERIM STATEMENT (Unaudited) for the six months ended May 2 1977

	1977	1976
Gross Revenue	1,089,493	953,581
Interest	335,740	291,009
Expenses	46,456	38,176
Taxation	261,176	228,415
	445,151	395,981

In order to reduce the disparity between the interim and final payments an increased interim dividend of 1p on ordinary shares (against 0.7p) has been declared payable on 1st July, 1977, absorbing together with the half-yearly reference dividend paid on 30th April, 1977, a total of 331.546.

	Valuation of Net Assets including full dollar premium	Net Asset Value per Ordinary Share
May 2 1977	£47,997,180	136.50
January 1 1976	£41,822,627	110.20
May 1 1976	£45,632,654	110.20

Joint Managers  
Messrs. House, Vest Ferry, Dundee.  
A. K. Aitkenhead, W. D. Mac

## WAGES

The following are the index numbers for basic rates of wages for all manual workers in all industries and services, and for average earnings of all employees in all industries and services covered by the monthly earnings inquiry released by the Department of Employment:

	(1) rate 31 Dec 1972 = 100	(2) earnings 1970 = 100	Change in 12 months annual rate
1976			
April	210.1	255.0	11.2
May	211.7	259.6	15.5
June	218.6	261.2	11.1
July	219.0	263.1	13.2
Aug	219.1	267.2	12.2
Sept	219.2	266.1	12.0
Oct	219.5	268.0	8.0
Nov	220.7	272.2	7.7
Dec	221.5	277.1	17.8
1977			
Jan	223.8	278.1	14.2
Feb	224.8	278.7	
March	225.2	283.8	
April	225.8	n/a	n/a

The Teamworkers  
**Taylor Woodrow**  
The world-wide team of engineers, constructors and developers

If you would like to receive a copy of the 1976 Report and Accounts, please send in this coupon, with your name and address to: The Company Secretary, Taylor Woodrow Limited, 10 Park Street, London, W1Y 4DD.

Name \_\_\_\_\_

Address \_\_\_\_\_



## EEC steel output continues to decline

By Peter Hill  
Industrial Correspondent

European steelmakers are still languishing in the depths of a recession which has dogged the industry for almost two years, and which has prompted anti-crisis measures to be taken by the EEC Commission.

Largest production indicators published by the Commission showed that output in the first four months of this year amounted to 42.6 million tonnes, representing a 3 per cent fall on the level achieved in the corresponding period of last year.

Output in April fell by 12.3 per cent to 10.14 million tonnes compared with the previous month, and was 9 per cent lower than in the corresponding month of 1976.

The Commission noted that steel production in the early part of last year had increased steadily, reaching a peak for the year of 12.06 million tonnes in May, but the upward trend ended towards the end of July last year.

Production in all EEC steel-making countries fell back during April, said the Commission, with Belgium steelmakers suffering the sharpest decline in output compared with the previous month, with a fall of 16 per cent.

Output of the West German industry fell by 14.3 per cent, the United Kingdom by 11.5 per cent, while the French recorded a 13 per cent fall and Italy a drop of 8.2 per cent.

The West German steel industry reported yesterday that the inflow of orders of rolled steel products fell to 1.57 million tonnes during April compared with 2.18 million tonnes in March, and orders exceeded deliveries by the industry.

A spokesman for the Unit Trust Association confirmed that this was the first time that direct sales had met with such a reversal, although the proportion of linked sales has been increasing steadily over the last few years.

The industry does not seem worried by the trend, and, indeed, the stability of linked business is welcomed by most managers.

To some extent, the level of repurchases reflects the high level of stock market as unit holders either take their profit of set out when they break even.

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## BAC's final annual report before state takeover shows profits surge

By Arthur Reed  
Air Correspondent

British Aircraft Corporation (BAC) Ltd. yesterday announced record sales, exports, profits and earnings per share in its last annual report before nationalisation.

In a note with the accounts, it cast doubt on the wisdom of the Government's decision to put the aircraft industry into public ownership.

BAC recalled that the aerospace industry was referred to a prime candidate for nationalisation in Labour's programme for 1973, and the concept was promoted by a joint working party for the Labour Party, the TUC and the Confederation of Shipbuilding and Engineering Unions in a state-

ment in July, 1974, approved by the national executive of the Labour Party.

Then and since no evidence had been offered to show why and how the aerospace industry's operations would be improved for its own and the national good.

"Those responsible in Parliament for bringing about this change in ownership for doctrinaire political reasons will have created additional and unnecessary burdens for the management of the recently established British Aerospace, burdens which can only be successfully borne by professional managers with integrity and resourcefulness of the highest order."

It was to be hoped they

would be able to master these new problems and maintain or even better the progress made under private ownership.

In the annual report, BAC recorded total sales of £483m, compared with £307m for 1976. Trading profit was £33m (£25m) and group profit before taxation £39m (£30m). Group profit after taxation and excluding extraordinary items was £19m (£14m) with earnings per share 64p (47.2p).

New orders received in 1976 amounted to £664m, leaving orders in hand at the end of the year at £1,031m, compared with £850m at the end of 1975. More than 75 per cent of the orders were for export, mainly for military products and support services.

## Investment in unit trusts falls

Unit trust figures released yesterday show that direct net investment in units was in deficit during the first quarter of the year with net redemption of £3m.

Figures for unit linked activity, the unit trust element of insurance policies linked to managed funds, and equity bonds show net investment totaling £21.15m for the first three months of the year, against a total of £15.8m for direct non-linked unit trust sales, implying a deficit of around £5.4m for the latter in the opening quarter of the year.

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## Economic fuel pricing will aid conservation

By Ronald Kershaw

Dr John Cunningham, Under-Secretary of State for Energy, on a two-day tour of Yorkshire and Humberside, told energy managers that economic fuel pricing would help conservation and ensure the highest energy efficiency.

The trend of energy prices would be upwards. Wasteful habits tied to cheap energy no longer made sense, he said.

Dr Cunningham said the Government could not take people's energy decisions for them, but it could get the economic signals working in the right direction and allow energy prices to reflect the true costs of production.

"We have maintained from the beginning that the energy manager must have access to, or better still, be part of, the management. He must have the commitment of the senior decision-makers in the company."

Dr Cunningham said that for long-term investments a future view of energy prices was essential.

He said: "All I can say is that price trends will be upwards."



Dr Cunningham: setting economic signals.

"With Britain only three years away from net energy self-sufficiency our problems of energy supply and energy use in the immediate future are economic problems."

"We shall have plenty of energy for a limited time, but it will be expensive," he said.

"Oil from the North Sea is very profitable but also very expensive to produce, so we won't be getting it cheaply. The price will reflect the cost."

## Standstill at Chloride plants costs £1.5m

By R. W. Shakespeare

The strike and standstill by 5,000 workers who are occupying two big factories belonging to Chloride, the international manufacturing organization, is costing the company lost production of £1.5m a week in Britain.

Both factories, at Clifton Junction, Swinton, near Manchester, and Dagenham, Essex, have been at a standstill since Monday morning with senior management "locked out" of both plants.

The dispute centres largely on the rejection by five unions—notably the Transport and General Workers Union to which the majority of the Chloride workers belong—of a productivity deal.

This would enable the workers to earn a 2.5 per cent bonus in addition to the 5 per cent wage increase they have received under phase two of the Government's incomes strategy.

However, shop floor representatives claim that other issues, apart from productivity, are involved in their grievances, including pensions, working arrangements and the import of foreign-made batteries.

The company claims that with average wages running at £76 a week it has been paying for productivity that has not been delivered, and it cannot afford to go on doing so.

It says that production in the British plants must be brought into line with its manufacturing centres overseas.

With entrance to the big factory at Clifton Junction barred to them by the 3,500 workers who are staging a sit-in, a team of 25 senior Chloride executives have set up a temporary headquarters in a hotel at Bolton to deal with customer inquiries particularly from Europe.

Mr Peter Berry, manufacturing director for Chloride, said: "There have been no approaches or developments towards a solution of the problem, but we are prepared to talk to union representatives."

"We have made it clear that we are keen to resolve the dispute as soon as possible, but we are insistent that real productivity improvement is of fundamental importance."

It is to become economically viable to process the leaner ores the relative cost of metallic materials must increase progressively, and there will be many purposes for which we can no longer afford to use metals as we do now. Price aluminium at the present level of gold and we would not use

The award is of great significance to Pleasurama, whose assets in the Mayfair Casino £24m and whose record profit last year was £955,500.

Mr Edward Thomas, managing director of Pleasurama, said last night that the Mayfair Casino interest was in Pleasurama's books at £200,000.

Subsequent problems, including a labour dispute over union recognition, then led to severe losses, and the club lost some £150,000, but in the year to September 30, 1974, it made a profit of £930,200.

Pleasurama, whose interests range from dancing and pin-ball machines to a lion park in Australia, owns a chain of provincial casinos.

The company opened a casino called the Casanova Club, in Mayfair, London, in 1972. The club was to be run as a joint venture under the name of

to be in breach of the shareholders agreement.

In May, 1975, Pleasurama served a purchase notice on Chippa to buy back the 25 per cent interest in Mayfair Casino for £1,163m. This was followed by the High Court writ demanding specific performance.

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## LETTERS TO THE EDITOR

### GEC's view of the power plant rationalization controversy

From Lord Nelson of Stafford

Sir, While we at GEC are always grateful for constructive criticism and advice, I feel I must comment on some of the statements in Mr Mike Thomas's letter (May 18) concerning the restructuring of the United Kingdom power plant manufacturing industry. It would be wrong for misleading statements, which might hinder progress towards a rational solution of this nationally important problem, to go uncorrected.

Mr Thomas says that C. A. Parsons produce the most efficient turbo generators in service with the GEC. This is irrelevant: the turbine generators to which he refers are of a type no longer ordered by the GEC. Both GEC and Parsons have introduced more advanced designs which are currently being supplied and commissioned. As for his claim that Parsons have manufactured "the highest rated nuclear turbo generators in the world," GEC is among others who have manufactured higher rated machines than Parsons.

There was considerable surprise in our offices this morning when we read that our technology was largely American based. In fact we are proud that our technology is completely British. Clearly Mr Thomas has been misinformed.

Mr Thomas tells us that "neither British turbo generator company has received an export order for almost six months" (attributing this to the delay in ordering Drax and the uncertainty over restructuring of the industry). While it may

be true that Parsons have not had any significant export orders over the last two years, let alone six months, that does not apply to GEC.

Only last month we signed the contract to provide plant for the second phase of South Africa's Durban power station—a contract valued at £70m. Last month, also, we received the Queen's Award for Industry which Mr Thomas will know was given for export achievement over the past three years.

I agree entirely that the upheaval involved in the restructuring of any industry could have some effect on overseas orders. But it is simply not true to say that overseas customers are concerned about different parts being built at different plants if Mr Thomas had consulted GEC. I hope he would have advised him that manufacturing different parts in different plants can assist in standardization and the reduction of costs: major turbine manufacturers in the world, including GEC, adopt this practice.

Mr Thomas asserts that the trade union and labour movement at large is hostile to GEC. I hope Mr Thomas does not mean to say that the views of the shop stewards in the GEC turbine generator plants, maybe that is because our stewards do not represent workers in his constituency, situated in that highly politically sensitive area, the North-East of England. A number of them, indeed, come from areas where unemployment is certainly no less of a problem than elsewhere.

Mr Thomas tells us that the Government are now trying to

get the various parties together under the auspices of the NEB. As it happens, after the publication of the Central Policy Review Staff report, GEC welcomed an approach from the NEB to discuss the role we might play in a restructured industry, and we ourselves put forward suggestions to the NEB indicating that we would be willing to talk both to them and to Parsons whenever they wished.

A meeting, arranged for April 25, was cancelled at the last moment. We understand by Parsons. We have not heard from Parsons since. I hope this does not mean that any concern they may have for the future of the industry as a whole evaporates in the heat of their own promotion of the claims of Heaton.

Yours faithfully,  
NELSON OF STAFFORD,  
Chairman of GEC Limited,  
Stanhope Gate,  
London, W1.

From Mr Mike Thomas, MP for Newcastle upon Tyne, East (Labour and Co-operative)

Sir, Thank you for publishing today's (May 18) my letter of May 11. However, in fairness to the Government, I should point out that it was written prior to the Prime Minister's commitment on May 12 that the Drax order would have to be placed "whatever the result" of the consultations on restructuring of the industry. This represents a substantial and welcome change in Government policy.

Yours faithfully,  
MIKE THOMAS,  
House of Commons,  
London SW1A 0AA.  
May 18.

### Developing a discipline in resource economics

From Professor A. D. McQuillan

Sir, Professor Nuding (May 10) is right, of course, about the availability of metals being a matter of having the energy available to process ever larger ores as we use up the rich deposits, rather than the absolute magnitude of mineral reserves. But from all practical viewpoints, the effect will be the same as if the world's stock of metals were to be exhausted.

It is to become economically viable to process the leaner ores the relative cost of metallic materials must increase progressively, and there will be many purposes for which we can no longer afford to use metals as we do now. Price aluminium at the present level of gold and we would not use

if for beer cans, no matter how much of it there is, in the earth's crust.

Sir Hugh Ford has rightly placed the emphasis on resource conservation in engineering design. The problem, however, is a much wider one. We have reached a stage in the economic development of the world when we can no longer ignore the possible and the desirable can be made generally available.

Monetary economics will obviously be the medium through which the possible choices will be identified, but the timescale of its working is very different to the here-and-now, and failure is a fundamental part of the mechanism.

It will be much less wasteful

for the purposes of future planning we can develop a parallel resource economics, which by highlighting the natural and human resource content of technical and social developments, will allow us to consider the consequences of interactions caused by demand pressures on particular types of material, energy, skill or any other resource form.

Yours faithfully,  
ALAN D. MCQUILLAN,  
The University of Birmingham,  
School for the Science of Resources,  
Edina Road,  
University of Birmingham,  
PO Box 363, B15 2TT,  
Birmingham.  
May 10.

### De Beers's diamond prospect in Botswana

From Mr Mike Faber

Sir, Mr Desmond Quigley's dispatch (April 25) from Johannesburg about De Beers's new diamond prospect at Ju







FINANCIAL NEWS AND MARKET REPORTS

Stock markets

Investors return on Healey optimism

The Chancellor's optimistic view of economic prospects brought the big investors back into the arena and share prices quickly went to another four-year high.

There was a spell around lunchtime when prices seemed to be boiling over, but unconfirmed reports of another North Sea strike by BP—one of the main planks of Mr Healey's optimism—brought renewed demand.

Mounting hopes of another cut in the Minimum Lending Rate and demand for the next account, which lasts for three weeks, also helped to push shares along and the FT index closed 9.2 up at 477.4, its best level of the day.

Gift-edged stocks made the running in early trading and

Thomas Borthwick has just turned in encouraging interim figures (sales and profits up 27 per cent) and thoughts are now turning towards J. E. Sanger in the import, export and wholesale of meat and meat products. The group reports in July on the year to last March and profits could have risen from £1.5m to around £1.7m. The first half year was good. The shares at 45p yield a useful 14.8 per cent.

many long dates quickly rose by up to three-quarters of a point. Later, money market signals indicating caution on interest rates clipped many prices back and by the close there were in the three-eighths to one half range.

"Shorts" ended the session little changed or just a shade harder. In the engineering sector investors were attracted by Dery International's big Russian order and the shares jumped 12p to 228p on a lively demand. John Brown was again helped by favourable com-

ment and rose another 10p to 207p and for a similar reason Glynwed was well supported at 120p, better by 5p. For the second day running Braithwaite attracted support, rising another 8p to 248p, and among the major KKN was a firm spot at 361p, up 11p.

Over in electricals Chloride gained 4p to 119p in spite of its labour problems and Raytheon Parsons took a day off from worrying about the implications of Drax and rose 14p to 207p on the back of a better overseas order book. GEC, another involved in Drax, firmed 4p to 188p after other contract news and there were also strong performances from Blessey up 6p to 90p and EMI where the gain was 8p to 246p.

An acquisition did nothing for Zetters at 25p and Trident TV added 1p to 47p after a purchase, rights issue and dividend forecast.

The major feature in the sports sector was the 238ba family's disposal of around 8 million shares in Mothercare

which ended 4p off at 290p. The shares are now in institutional hands. Woolworth's first-quarter figures made 581p but bid speculation continued to help House of Fraser which ended 2p firmer at 128p.

Interim figures also made little impact on Ranks Hovis McDougall at 471p but Reckitt & Colman put on 5p to 427p in front of the annual meeting.

Hoping for better terms transport group Lyon & Lyon rose 5p to 63p while speculative interest helped Savoy 'A' to close 5p ahead at 62p.

Profit taking after the Lomrho terms hit AVP, which lost 4p to 125p; MK Refrigeration shot up 8p to 120p on bid hopes and Laurence Scott, though unchanged at 128p, was heavily traded in the hope of getting further news in the near future.

The BP reports helped the share to rise 14p to 960p after a couple of pence better than that while Shell added 11p to 549p in sympathy, as did Ultra-mar, up 6p to 194p. North Sea

was not far behind, rising 5p to 51p. The news of higher tea prices did little for Brooke Bond, just a penny firmer at 50p, but BTR was a strong 25p, up 7p. Further reflection on figures helped General Accident to put on 8p to 199p and Furness Withy 4p to 239p. Results had McNeill off 5p to 35p, but Redman Heenan 1p to 52p and Minty 5p to 75p went the other way after statements. In pre-market, figures for Land Investors up 1p to 106p. Equity turnover on May 17 was £72.0m (18,465 bargains). According to Exchange Telegraph active stocks yesterday were ICI, Shell, BAT DfD, Commercial Union, Reynolds, Bunnings, GKN, BSI, International Bank, Trafalgar House, BP, P & O, BAT Ind, Becham, Furness Withy, Davy International, Associated Newspapers and Savoy 'A'.

Dividends in this table are shown net of tax on pence per share. Elsewhere in Business News dividends are shown on a gross basis. To establish gross multiply the net dividend by 1.54. \* To reduce disparity between payments. † On increased capital. ‡ Excludes special dividend of 3p per share. \*\* Adjusted for scrip issue.

Latest dividends

Company (and par value)	Ord	Year	Pay	Year's	Prev
				total	year
André Silenbloc (10p) Int	1.5	0.7	1/7	1.76	2.22
Chamberlain & Hill (5p) Fin	1.34	0.22	1/7	2.44	2.22
Concentric (10p) Int	0.85*	0.7	1/7	2.14	2.22
J. A. Devenish (25p) Int	2.0	1.62	14/7	5.27	5.27
Dupont (25p) Fin	2.29	2.17	21/6	4.02	3.65
Edinburgh & London (5p) Fin	2.66	2.42	21/6	4.02	3.65
J. Folkes Hefo (5p) Fin	0.86	0.7	8/8	1.22	1.11
Hambros Inv (25p) Fin	1.85†	1.85	30/7	3.25†	4.25†
G. & G. Kynoch (25p) Int	0.81	0.8	11/7	1.5	1.5
Land Investors (5p) Int	1.0	1.0	11/7	1.8	1.8
London Trust Inv (25p) Fin	1.5	1.16	21/7	2.4	2.0
London Prs Inv (25p) Fin	4.75	3.5	8/7	7.0	5.5
Newman Inv (25p) Fin	1.91	1.63**	1/7	3.16	2.88**
Nitro Amm Trust (5p) Int	1.0	0.7	1/7	1.8	1.8
Ranks Hovis (5p) Int	1.32	1.2	18/7	2.94	2.94
Readcut Inv (5p) Fin	0.99	0.79	—	1.42	1.13
Red Heenan Int (10p) Int	0.81	0.65	3/10	1.65	1.65
Southend Stadium (5p) Int	0.31	0.3	0.31	0.8	0.8
Trident TV (10p) Int	0.84	0.7	6/9	2.32	2.32
McNeill (25p) Fin	1.6	1.93	—	2.85	2.85

Good start for Taylor Woodrow

Mr R. C. Purdie, chairman of Taylor Woodrow, the international construction group, says in his annual report that it has made an encouraging start to this year.

The Queen's Award to Industry, received by Taylor Woodrow, reflects the substantial amount of overseas business carried out by the group in 1976.

The chairman adds that of the £20.9m in pre-tax profits, £1.4m came from overseas. This represented an increase of 42 per cent on 1975 and a record for the sixteenth year running.

The chairman also mentioned the diversifications into specialist operations as having helped to hold Taylor Woodrow in the construction industry in Britain goes through one of the worst and most prolonged recessions in history.

Bid target Reliant stems its losses

By Ray Maughan  
Asking for a share suspension at 61p yesterday, Reliant Motor confirmed last Monday's announcement that it was holding talks which might lead to a bid.

Shareholders, who include the Standard Chartered Bank, through Hodge Group, with 77 per cent of the equity, have already been warned that the bid is likely to come at a lower price than prevailing Stock Exchange valuations. The February 1976 balance sheet shows net assets of 5.5p per share.

The warning has naturally dampened speculation in the shares but the results for the year to end-February last indicate that Reliant, the "Robin", "Scimitar" and "Kitten" motor manufacturer, has stemmed recent losses and has started along the road to recovery.

Prospering Redman H'n leaps 142 pc

With a 43 per cent jump in second-half profits of £565,000 behind it Redman Heenan International has started the current year in fine style.

A 142 per cent jump took pre-tax profits in the half year to March 31 to £1,070m. Turnover of the Worcester-based specialist engineering group rose 36 per cent to £15.5m, widening margins from 3.86 per cent to 6.8 per cent. Net profits soared from £386,000 to £873,000.

The board is raising the dividend from 1p to 1.25p gross. A maximum payment is forecast for the full year. The board modestly adds that prospects for the rest of the year are "not discouraging" and the results for the year as a whole should show a further improvement on last year. Then the group pushed its profits up from £618,000 to a record £916,000.

'Leave our money alone' insurance chiefs say

By Our Financial Staff  
The chairman of two of Britain's biggest insurance companies have attacked the Labour Party's proposals for nationalising some companies in the industry.

Speaking at his last annual meeting before retiring, Lord Harcourt, chairman of Legal and General, Britain's second largest life assurance group, confirmed the industry's intention of killing the idea of public ownership of insurers. But he saw as the most urgent problem the alternative proposal that there should be a takeover by Government in the investment of insurance company money.

He argued: "The strongest and perhaps the most easily understood argument against direction of investment is that

Newman set for leap as Lomrho sells its stake

The most severe recession for many years has hit the traditional business of Newman Industries—the manufacture of industrial electric motors.

Sales in 1976 rose 10.6 per cent, but pre-tax profits fell 13 per cent to £1.7m. The board points out, however, that the new activities helped to offset the slump in electric motors, and the group has thus completed a successful transition to a multi-product, multi-market organization.

As a direct result of acquisitions and with some improvement in the economy, the targets for the current year are sales of £45m, and pre-tax profits of about £3.4m. Meanwhile the 1976 dividend goes up from 4.43p to 4.86p gross.

# WOOLWORTH

## Interim Report

Three months ended 30th April, 1977

Salient figures and comment from the unaudited statement of profit of the Company and its subsidiaries for the three months ended 30th April, 1977, with comparative figures for the previous financial year.

12 months ended 31st January, 1977	3 months ended 30th April, 1977		
£000's	£000's	£000's	%
664,954	155,860	141,972	9.8
45,521	6,923	5,549	24.8
40,367	5,776	5,054	14.3

■ The sales increase of just under 10% reflects the depressed state of consumer spending in our area of the retail market and conditions to date have not been favourable to our spring merchandise programme. We can see no immediate prospect of an upturn in sales.

■ On the other hand, the profit result has been influenced by trading margins which have the benefit of the change in our merchandise mix; additionally, profits show the effect of improvements in systems and economies of operation.

F. W. WOOLWORTH AND CO., LIMITED  
Woolworth House, 242/246, Marylebone Road, London NW1 6JL

Trident expanding outside TV and calls for £4.7m cash

By Victor Felstead  
A £4.7m rights issue spiced by a big rise in half-time profits and a higher dividend, for the full year is the package from Trident Television. It was formed in 1970 through the merger of Yorkshire Television and Tyne Tees Television.

Terms of the issue of 13,97m shares are two "A" non-voting ordinary shares for every five ordinary and/or "A" non-voting ordinary at 35p a share. The issue has been underwritten by Kinnear, Benson.

In the half-year to March 31, turnover rose from £22.31m to £30.12m and pre-tax profits from £2.32m to £3.6m. The board forecasts pre-tax profits for the full year of "not less than £6.75m" compared with the previous year's record £4.8m.

The new shares will rank for this year's interim dividend. This goes up from 1.98p to 2.13p. In addition, the board predicts a final of 2.98p on the

bigger capital, compared with 2.48p last year. On this basis, the total for the year would be 4.28p gross—an increase of about 50 per cent over 1975/6. If the rate of ACT is reduced, a small, additional payment will be made. The Treasury has given permission.

Trident is trading at a "highly profitable level and is in a strong financial position", the board declared yesterday. However, this current seasonally strong liquidity will be reduced following payment of outstanding corporation tax, the Exchequer levy and repayment of the unsecured loan stock on May 31.

The board still intends to expand outside television contracting—indeed, Trident revealed that it intends to buy St. Leonard's Development (Windsor), which runs the Windsor Safari Park, for £1.5m. So, the board considers that this time is right to raise additional capital to finance growth



Mr G. E. Ward Thomas, chairman of Trident Television.

Not simply broking in stout Stenhouse

To lap it record 1975-76 results comes news of further headway at Stenhouse Holdings, the Glasgow-based group in insurance broking, jewellery, engineering, timber and hoisery.

In the half-year to March 31, pre-tax profits rose from £19,580 to £4,340. In the preceding 12 months they reached a peak of £7,420.

On the insurance broking side, commission and fees earned, net, climbed from £24,140 to £34,310. But operating expenses rose from £18,590 to £28,440. So the surplus was £5,870, against £4,440.

After adding interest, etc. up from £748,000 to £1,380 and deducting other items of £210,000, against £61,000, pre-tax profits from insurance

broking went up from £5,130 to £7,050.

However, of these pre-tax profits, only 54.47 per cent was attributable to Stenhouse. This group's insurance broking interests are represented by its 54.47 per cent stake in Reed Shaw, Oslo.

With Stenhouse's share of the pre-tax profits of £3,840 compared with £2,790, against industrial profits of £815,000, against £628,000, group operating profits climbed from £3,420 to £4,850. After holding company expenses and other costs, pre-tax profits of Stenhouse were £4,340, against £2,980.

The board reports that in jewellery and engineering immediate prospects are encouraging.

Readcut in strong finish to fine year

By Our Financial Staff

A reputation for caution which has gone well is also a mark of the chairman of Readcut International, Mr Frank Newhouse, who has led the group steadily since 1967.

The first half figures were set to lead back by the inclusion of sales of £3m from the new company Plastics. The hope was that the newcomer would pull round and the turnaround in the second six months was apparently sharp.

The sale of rug kits made £1.7m of the £3m profit before tax and loan interest. Textile making contributed £1.54m and the overseas division £1.76m. Prospects are viewed with optimism.

The dividend rises by the 25 per cent promised just after a year ago with a rights issue of 1.42p a share. The new dividend is covered more than three times.

A bigger Folkes Hefo just keeps moving

On turnover up from £53.36m to £55.51m, the profits before loan stock interest and tax of Stourbridge-based John Folkes Hefo edged forward by 5 per cent last year to £4.2m.

Engineering's share went up from £3.7m to £3.82m, but merchandising was virtually unchanged at £390,000. Housing's loss fell from £146,000 to £9,000.

The gross payment rises from 1.7p to 1.97p, and covered 3.7 times just as in 1975. Net assets (excluding goodwill) a 5p share climbed by 39 per cent to 32p.

A "most encouraging" start to this year has been made by Spink & Son, the fine art and antique dealer which also deals in coins and medals. After holding pre-tax profits from £58,000 to £95,000 last year and paying a maximum dividend all departments continue to grow. In his annual statement Mr P. J. Spink gives special mention to the Oriental Department which has broken

new ground in its exhibition of Persian and Islamic Art. It now covers the greater part of the Middle East.

E C Cases  
At the request of the board of E. C. Cases, Lloyds Bank has been appointed a receiver for E. C. Cases subsidiary, Multiflex (IMC). This reflects continued adverse trading in the first four months of 1977. However, S.C. believes that the provision which will have to be made in respect of Multiflex will not exceed £1m. So the value of the shareholders' equity, said to be £12m, will be reduced to about £550,000.

G Sturla hopeful  
On turnover down from £1.72m to £1m, George Sturla & Son made a good recovery for the year to July 31, 1976, from £425,000 to £420,000. After an extraordinary debit of £131,000 against a credit of £163,000, the loss rose from £265,000 to the attributable level of £471,000. But the loss, however, and the board says that a small trading profit is likely for the year to March 1978.

G & G Kynoch  
With turnover at G. & G. Kynoch bounding from £298,000 to £848,000 for the half-year to February 28, pre-tax losses were cut from £41,000 to £20,000. There is no interim payment, against 1.53p gross last time.

Sprinting Spink

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Hambros Inv  
Two big investment trusts have reported increased income for the year to March 31, pre-tax revenue of Hambros Investment Trust rose from £1.17m to £1.48m. A total gross dividend of 5p is being paid on bigger capital, compared with 6.53p on smaller capital. In addition, there was also a

Paris, May 18.—Saint-Gobain, Pott & Mouson SA, the French manufacturer of glass for the building industry and the motor industry, expects its sales this year to rise by 10 per cent to 28,500m francs (about £2,200m).

He said that net income should also improve but any forecast is impossible as it would depend too much on the uncertain business cycle and possible exchange rate changes. Net group profit was 741m francs last year.

M Martin said that first-half 1977 results confirmed trends apparent at end of 1976, including a persistent weakening of the European building industry and a more satisfactory level of activity outside France than within.

He said that at present the group's glassmaking and glass-packaging, insulation and engineering divisions were doing well. But the cement, asbestos, paper and pulp divisions were still depressed.—Reuter.

Vebs cuts losses  
Vebs-Chemie AG, the West German energy concern, cut its

Büchle rights issue  
Oerlikon-Büchle Holding AG, dealers in a wide range of engineering products including military equipment, says its one-for-five rights issue will be priced at 400 per cent of nominal to raise 184m Swiss francs (about £40.8m) of new equity. The company said it also proposes to issue a further 4m Swiss francs nominal new shares to a special foundation which will sell them at a 20 to 30 per cent discount on the market price to employees as part of a new participation scheme.

Rhone-Poulenc  
Rhone-Poulenc SA, a major French chemical and fertiliser

concern, plans to increase its turnover to 50,000m francs (about £5,700m) from 21,700m francs in 1976 between now and 1980, according to a report by the group's strategy and planning department. It plans to increase foreign production to 29 per cent of the total from 27 per cent last year. Domestic production destined for export is expected to rise to 36 per cent from 32 per cent.

Irvine rejects bid  
The James Irvine foundation, of Los Angeles, majority owner of Irvine Co, the real estate group, said that only the cash part of the takeover offer by Irvine's will be recognized in the continuing bidding contest to buy the group. The Irvine group's new cash offer yesterday was \$328.2m (about £133m). It also offered \$50m in subordinated income debentures.

BRITAINS  
Chairman told annual meeting that business in most areas of United Kingdom still flat. But first quarter figures suggest slow and steady improvement.

Zetters buy Empire and corners low stake market

For £1.5m Zetters Group agreed to buy Empire Pools last year and the deal will give the group enhanced influence and reputation in the pools industry board says.

With current combined sales running at more than £150m a year, the group will account for about the entire low-stake market.

The acquisition will also help to pay more to pools winners. The collector service will be better and there will be economies of scale.

The price agreed for Empire last September was £386,000 and the purchase put Zetters into a "very good position to face 1977".

In November, Mr P. Zetters, the chairman of this bingo pools group, said that returns following the Empire purchase had exceeded expectations.

The purchase of Empire depends on two things. First is a reduction of capital gains tax on the properties to the vendors, estimated at £23,000. The second is a variation depending on the net asset value of the company's completion, compared with £663,000.

Net tangible assets of Empire total £1,060,000, of which £550,000 is cash.

The acquisition is being financed from the group's own cash resources and a loan from bankers. The loan is repayable over five years.

Net profits of Empire for the year to July 31 reached £207,000 before tax. Of this, £54,000 was investment income. Empire's profits brought in £10,000 over its year to August 10.

On completion, two Empire directors will join Zetters' subsidiaries. They are Mr M. Edwards who will join Zetters International Pools, and Mr Alan Edwards who goes to Metagraph printing company.

Concentric spot on for £2.5m

By Richard Allen

Disputes at British Leyland and Massey Ferguson took some of the steam out of Concentric pumps business in the 5 months to March 26.

Even so, interim pre-tax profits are bang on target. £1.19m—an increase of about a third on the previous period of £900,000.

The Midland engineering conglomerate's results were buoyed up by stronger than expected performance from its three main divisions. Concentric is now confident that the second half will show similar progress and that for last profits of £2.5m will be attained. These would compare with last year's pre-tax total of £2.1m.

The interim payment goes from 1.31p to 1.51p—mainly to reduce the gap with the final and the group is forecasting maximum increase in total payments to 3.63p for the full year.

Sales during the period increased 31 per cent to £15.7m compared with a full year's total of £24.3m last time.

Much of this increase came from the assets taken over from Evered. Controls. These sales have already produced a significant contribution to the group to cover the costs of integrative buying brokers. In the first half-year the Evered acquisition is now expected to be contributing to profits in the second half.

Meanwhile after a period expansion, sales by British Concentric claims that it is looking towards a period internally generated growth.

Following the sale of a business in the group by S. J. Wood Group earlier this year, takeover engineers have sided. Concentric's only major shareholders at present are NCB pension fund with 9.9 per cent and Britannic, with 9.3 per cent.

Silentbloc dividend up: several cos interested

Andre Silenbloc, the anti-vibration equipment and industrial rubber products group, is fighting the bid from BTR, lifted profits by a little over 31 per cent in the six months ended April 3 last to £27,000, an interim record.

Implicit in the dividend forecast for the full year is a promise of continued profits growth. The total payment is to be raised from 2.7p to 3p gross per share. However, given same again second half earnings, the dividend would be 1.8 times covered.

The board, headed by Mr Christopher Whitehorn, said yesterday that it regards this level of dividend as "fully warranted by the current profits levels and is also a mark of confidence in the future."

The immediate return from the BTR camp was that the dividend promised by the Silenbloc board is "insufficiently covered" and is "imprudently low". The BTR warning that it will sell the bid if the bid fails has been met, however with equanimity by the Silenbloc board.

It is said that Barclays Merchant Bank are prepared to place the shares or to consider other offers should the price be right if the state is passed on wholesale. Several other companies, Mr Ball suggested yesterday, are interested.

BTR withdrew its promise that acceptors of the one-for-four share alternative worth 6.51p per share would have the double benefit of receiving the Silenbloc interim dividend as well as the increased BTR dividend.

On the advice of the Takeover Panel, the bidder was informed that the right to receive Silenbloc's current interim dividend is a fresh increase in the terms.

The board reports that sales recently have been better and point to an acceptable third-quarter profit, but the present indications are that the fourth quarter will be less favourable.

Silvermines peak  
Thanks to a big increase in the contribution from Mogul of Ireland, Dublin-based Silvermines made a good recovery for the year to July 31, 1976, from £425,000 to £420,000. After an extraordinary debit of £131,000 against a credit of £163,000, the loss rose from £265,000 to the attributable level of £471,000. But the loss, however, and the board says that a small trading profit is likely for the year to March 1978.

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RAKUSEN GROUP  
Ministry has confirmed purchase notice served by company on its premises.

Sutton & Wrexham water heavily oversubscribed

The recent offers for sale by tender of the Sutton District and the Wrexham and East Denbighshire water companies have been successful. Sutton's offer of £1.8m for 83 per cent redeemable preference stock, 1982, attracted applications for £3.71m of stock. The lowest price to receive a partial allotment was £102.91 (5.51p). Sutton's offer of £1.8m for 83 per cent redeemable preference stock, 1982, attracted applications for £3.71m of stock. The lowest price to receive a partial allotment was £102.91 (5.51p). Sutton's offer of £1.8m for 83 per cent redeemable preference stock, 1982, attracted applications for £3.71m of stock. The lowest price to receive a partial allotment was £102.91 (5.51p).

JOHN MOWLEM AND CO  
Chairman, Sir Edgar Beck, says in his annual statement, results of the group are satisfactory. Both at home and overseas, where turnover should increase in the current year. He looks forward to another good year.

COMBINED ENGLISH STORES  
Murphy Gordon, chairman, is looking for a considerable improvement in trading conditions before Christmas, and believes 1977 will be a good year for the retail trade in this country.

Briefly

SPRAX-SARCO  
Chairman told the annual meeting that with demand, adjusted for inflation,







Account Days: Dealings Began, May 9. Dealings End, May 20. § Contango Day, May 23. Settlement Day, May 31.  
§ Forward bargains are permitted on two previous days.

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# STARK

BRITISH FUNDS				COMMONWEALTH AND FOREIGN				LOCAL AUTHORITIES				FOREIGN STOCKS				DOLLAR STOCKS				BANKS AND DISCOUNTS				BREWERS AND DISTILLERIES			
Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield
British Overseas	100	0.5	4.5	Commonwealth	100	0.2	4.0	London & Westminster	100	0.1	3.5	Foreign	100	0.3	4.2	Dollar	100	0.4	4.8	Bank of England	100	0.2	3.8	Brewers	100	0.1	3.2
British Overseas	100	0.5	4.5	Commonwealth	100	0.2	4.0	London & Westminster	100	0.1	3.5	Foreign	100	0.3	4.2	Dollar	100	0.4	4.8	Bank of England	100	0.2	3.8	Brewers	100	0.1	3.2
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British Overseas	100	0.5	4.5	Commonwealth	100	0.2	4.0	London & Westminster	100	0.1	3.5	Foreign	100	0.3	4.2	Dollar	100	0.4	4.8	Bank of England	100	0.2	3.8	Brewers	100	0.1	3.2
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British Overseas	100	0.5	4.5	Commonwealth	100	0.2	4.0	London & Westminster	100	0.1	3.5	Foreign	100	0.3	4.2	Dollar	100	0.4	4.8	Bank of England	100	0.2	3.8	Brewers	100	0.1	3.2
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British Overseas	100	0.5	4.5	Commonwealth	100	0.2	4.0	London & Westminster	100	0.1	3.5	Foreign	100	0.3	4.2	Dollar	100	0.4	4.8	Bank of England	100	0.2	3.8	Brewers	100	0.1	3.2
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# La creme de la creme Opportunities

—Managerial—Administrative—Secretarial—Personal Assistants—

INTERNATIONAL ENERGY AGENCY

## SECRETARY/PA

£3000+

The International Energy Agency - IEA - needs a Secretary/PA to work with the Head of a major Research Project. Location is near Victoria Station in a suite of modern new offices.

This is a senior appointment, unusually interesting, and involving considerable high-level international contacts. Knowledge of a second major European language would be useful.

Starting salary will be from £3000 depending on experience and qualifications. There are excellent conditions of employment.

Please write with full details to NCB (IEA Services) Ltd., Room 237, Hobart House, Grosvenor Place, London SW1X 7AE.

**IEA**  
COAL RESEARCH

## Administrative Secretary

W.I. Circa £3,000 p.a.

required for our Services Manager, who is responsible for a variety of functions which contribute towards the smooth running of the Thomson Organisation corporate headquarters.

You will probably be in your early twenties and looking for a job which will give you an opportunity to use your initiative and in which there is a great deal of contact with people, particularly over the telephone. You will need a methodical approach, a good memory for detail and accurate shorthand typing.

Salary circa £3,000 p.a. plus L.V.s, hours 9.00 a.m. to 5.00 p.m., 5 weeks' annual holiday. Pleasant offices located opposite Bond St. Tube.

For further information please ring or write to:

Mrs J. S. Hughes,  
THE THOMSON ORGANISATION LTD,  
4 Stratford Place, London W1A 4YG  
01-492 0321.



The Kuwait Hilton

requires

SECRETARIES

The Kuwait Hilton, a luxury Hotel and part of the International Chain of Hilton Hotels, are seeking three Secretaries. These are senior appointments and we are only considering applicants with first-class secretarial skills and at least three years' secretarial experience.

We are offering a salary of £320 net per month. We will provide you with comfortable accommodation and meals and will pay your outward fare.

Please write with full details and enclosing a recent photograph, to: Mrs. J. Collins, Personnel Manager, The Kuwait Hilton, 22 Park Lane, London, W1A 2HH. Interviews will be held in London.

## SECRETARY

to Chairman of

Knightsbridge Advertising Agency

If you have good shorthand and typing skills, experience at working for an advertising agency, and are looking for a job which will give you an opportunity to use your initiative and in which there is a great deal of contact with people, particularly over the telephone. You will need a methodical approach, a good memory for detail and accurate shorthand typing.

A competitive salary (to be negotiated) is offered. The office (near Bond St. Tube) is modern and the atmosphere extremely happy.

So, if you are looking for a new job in which your initiative, initiative and initiative will be much appreciated, contact: Mrs. J. Collins, Personnel Manager, The Kuwait Hilton, 22 Park Lane, London, W1A 2HH. Interviews will be held in London.

## SECRETARIES

We invite applications from secretaries who would enjoy working in the headquarters of the mining and industrial group, situated in St. James's Square very near to Piccadilly Circus.

Apart from a good salary, we offer excellent working conditions, a 35-hour week, subsidised dining room, and holidays will be generous this year.

For further details experienced secretaries should contact the Personnel Officer, Tel. 01-930 2399, ext. 2388 or 2389.

## SECRETARY-PERSONNEL

Canon Street, E.C.4.

To work with the Personnel and Training Manager, Finance, at the Head Office of SPILLERS LTD., manufacturers of human and dog food, and to be responsible for the recruitment and selection of staff. The successful candidate will be a first-class secretary with a minimum of 5 years' experience in a similar position. The salary is £3,500 p.a. plus L.V.s, 35 hours per week, 5 weeks' annual holiday, and a subsidised dining room. Please write with full details and enclosing a recent photograph, to: Mrs. J. Collins, Personnel Manager, SPILLERS LTD., Canon Street, E.C.4. Interviews will be held in London.

For further details experienced secretaries should contact the Personnel Officer, Tel. 01-930 2399, ext. 2388 or 2389.

## PA/SECRETARY

£3,500-£3,800

Director of Administration and Operations for the worldwide Group of Public Relations. The successful candidate will be a first-class secretary with a minimum of 5 years' experience in a similar position. The salary is £3,500 p.a. plus L.V.s, 35 hours per week, 5 weeks' annual holiday, and a subsidised dining room. Please write with full details and enclosing a recent photograph, to: Mrs. J. Collins, Personnel Manager, SPILLERS LTD., Canon Street, E.C.4. Interviews will be held in London.

For further details experienced secretaries should contact the Personnel Officer, Tel. 01-930 2399, ext. 2388 or 2389.

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## CHIEF ARCHITECT'S SECRETARY

WEST LONDON

Our Chief Architect—responsible for co-ordinating design work on world-wide, multi-million pound construction contracts—needs an experienced Secretary with considerable organisational ability, to play a leading role in his small, close-knit professional team. It is unusually interesting work and, although part of a major international company, this predominantly young department operates as an autonomous unit, allowing for close working relationships and great degree of personal involvement.

A good "communicator" both orally and in writing, you will be largely responsible for inter-departmental liaison in the Architect's absence—often at senior management level. Good shorthand and typing speeds are, of course, essential.

The starting salary is negotiable, and will be supported by a full range of generous benefits. Our modern, well-equipped offices are well placed for transport and shopping.

For full information, please phone Joan Palmer on 01-748 2800 ext. 2068.

George Wimpey & Co. Limited,

28-28 Hammersmith Grove

London, W6 7EN

## MARKETING DIRECTOR'S PA

PRINTING/PUBLISHING GROUP

Initiative, flexibility and interest are just three of the skills you will need to work with this expanding organization based London WC2.

You will find yourself involved in a variety of activities but you will also have the opportunity to use your secretarial skills.

Preferential applicants will:

★ Be between 25-35.

★ Be career minded.

★ Have good secretarial/P.A. skills.

★ Have the ability to work on a range of business activities.

★ Have commitment, initiative and dedication.

The salary for this position is negotiable and additional fringe benefits are offered.

A similar POSITION WITH THE GROUP FINANCE DIRECTOR IS ALSO AVAILABLE BASED IN CRAWLEY, SUSSEX.

Replies in writing to: Group Marketing Director

Garrod & Lofthouse

6 Langley Street

London WC2H 9JA

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## PERSONAL ASSISTANT/SECRETARY

Our Personnel Manager urgently needs someone with good shorthand and typing skills to help him not only run the day-to-day activities of a busy Personnel Department, but also to undertake a variety of personnel oriented projects such as salary surveys, manpower turnover, etc.

The ideal person would probably be aged over 25, have lots of initiative and either experience of working in a personnel department or a similarly demanding environment. This post could have special appeal to someone with a higher than average level of academic education, possibly including some "A" levels.

Our offices are based by the river Thames at Kew and some of the benefits offered include a competitive salary, non-contributory pension scheme and free life assurance, together with an excellent subsidised canteen, plus L.V.s and social club, etc.

Interested? Then telephone Mrs Sue Vernon immediately on 01-995 1322

THE RALPH M. PARSONS CO LTD.

Parsons House, New Bridge Road, Brentford, Middx.

## PERSONNEL ADMINISTRATIVE OFFICER

C. £4,250 P.A. NORTH LONDON

Our client is the Personnel Director of a large division of a National group with international sales and marketing operations. The successful candidate will be responsible for the recruitment and selection of staff for the division.

As a result of operational reorganisation the secretarial and administrative functions within the senior personnel department are being divided.

Our client is seeking an intelligent, responsible administrator, not necessarily possessing typing skills. The applicant will probably be aged between 25 and 35 with a sound background in personnel work or administration and capable of organising and maintaining a staff of secretaries, typists, and other personnel staff.

This position is extremely interesting and varied within a large successful group and the appointment is recognised as a senior function within the department. Benefits accordingly are significant and include excellently appointed offices in a modern building, car parking space, a subsidised executive dining room, life assurance, pension scheme, discount on goods, as well as other more usual large company benefits and an exceptional starting salary.

APPLICATIONS MAY BE MADE BY TELEPHONE TO MR C. REES, 202/012 OR IN WRITING TO 416 HENDON WAY, NW4 3JH.

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educated • persevering • ambitious

## VIRTUOSO

copytypists or typesetters 22-35yrs

Escape from your present dead-end

Gain expertise, training and management opportunity

Salary £3500 - £4500 plus voluntary overtime

We also need unskilled school-leavers (16 - 18), and new graduates, for tough business training leading to junior management; also student part-timers and part-time translators.

Letterstream has a lot of fun with high technology—processing work for other companies, relieving drudgery and space. Growth of approximately 10% per month has come from a young original team of above average dedication, backed by the most advanced office machinery available in the world e.g. colour photocopying, ink jet writers, electronic compositors, high speed collating, justifying typewriters, litho-presses etc.

The staff structure appears to bring out the best in people - flexible - no sacking for mistakes or personality conflicts - frank, direct interchange of views, promotion and/or reward strictly for performance.

Customers remark on the air of vitality about the place.

If you care about Britain's declining spiral, and show a sense of outrage when someone answers "sorry we're shut", you may find Letterstream is actually doing something about it, and employs exciting people.

For an appointment to visit the company, telephone Edward Kalfayan or Vicki Reid at 01 499-0628 or write to

## letterstream

3 Shepherd Market Mayfair London W1Y 4FL

45 Conduit Street Mayfair London W1

## Something different and worthwhile

The Rev. Andrew Smith who directs a go-ahead community settlement—the Oxford House in Bethnal Green—requires a Secretary/PA. Knowledge of community work useful. Good secretarial experience is essential as is an interest in people. This is a senior appointment with a salary of around £3,250 plus six weeks annual holiday.

Please telephone our administrator, Susan Northover, on 01-739 9093.

## SPRECHEN SIE DEUTSCH?

We are a small friendly Company near Piccadilly Circus and are searching for two Bilingual Secretaries, German/English, in work for two of our young Product Executives. If you are 22+, think you are worth a good salary, intelligent, mature, able to work on your own with a good telephone manner, please contact:

Vanessa Durham, 01-930 4504/9

## BILINGUAL SECRETARY

A mature person is required for a senior secretarial post, with a company based near South Kensington Station. Applicants must be fluent in French and have excellent secretarial and organising abilities.

Salary from £4,000

Age from 25 years

For an immediate appointment and further details please telephone the Personnel Department

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La creme de la creme Opportunities

can also be found on page 12







## Appointments Vacant

recruitment advertisements on this page and open both male and female applicants

### GENERAL VACANCIES

#### ASSISTANT INFORMATION OFFICER

The Life Office Association and Associated Scottish Life Office are seeking a highly motivated and experienced Assistant Information Officer. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### ASSISTANT EDITOR

The Design Council's monthly magazine for designers, needs an Assistant Editor. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### ENGINEERING MAGAZINE

The Design Council's monthly magazine for designers, needs an Assistant Editor. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### ADVERTISING TRAINEE

We are looking for a young school leaver or graduate without previous experience to start at the bottom and learn the way up. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### PHASE TWO

FOSTER, TURNER AND BENSON, Chancery House, Chancery Lane, London WC2A 1QU.

#### INDUSTRIAL MARKETING RESEARCH

A graduate with a practical knowledge of marketing research is required for the corporate research department. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### ESTATE AGENTS

One established Kensington agency is seeking a highly motivated and experienced ESTATE AGENT. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### ACCOUNTANCY PERSONNEL

Between 10 and 15 people over 18 in the Vauxhall/Kent/Essex area. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### BOOKSHOP ASSISTANT

Placid and friendly, an experienced bookshop assistant is required for the region of Essex. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### COMPUTER STAFF

Engineering Magazine requires a computer staff. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### LEGAL APPOINTMENTS

ALAN'S Legal Staff, the specialist legal staff, is seeking a highly motivated and experienced legal staff. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### LEGAL ASSISTANT

Allog International Corporation, a major international organization in the oil and chemical processing industries, seeks an assistant for its legal department based in New Jersey. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### MANAGEMENT AND EXECUTIVE

loane Research urgently requires a top class Research executive with a minimum of 3 years' experience. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### MARKET RESEARCH EXECUTIVE

loane Research urgently requires a top class Research executive with a minimum of 3 years' experience. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

#### CLIFFORD R. SMITH

THE SLOANE RESEARCH UNIT LTD, 97/99 CHANCERY CROSS ROAD, WC2R 0DP. Tel. 01-430 3481.

## Completed Education In the last 2 Years?

### COMPUTER CAREER OPENING

The London Training Division of Control Data, who make the world's most powerful computer, have vacancies on training entry scheme for alert determined people who have completed full time education in the last two years and are aged 18 or above. The applicants selected will be trained and helped to career positions in Computer Operating and Computer Programming.

Backed by Control Data they will be making a completely new start in a field which offers high prospects, gives salaries and rapidly expanding prospects. They must be prepared to earn their selection by training hard for at least 3 months and they will be asked to repay the costs of training out of their subsequent salaries.

#### REGIONAL PERSONNEL & TRAINING OFFICER

Healy Limited, British Leyland Distributors, require an experienced Personnel Officer for their London Services, based at The Hyde, Hendon, N.V.9.

The successful applicant will assume responsibility for selection and recruitment of staff and works personnel, salary administration, health and safety and industrial relations.

Candidates, aged 25-40, should have at least 3 years previous experience, probably in a secondary position with membership of the I.P.M.

Salary is negotiable plus a company car and other employee benefits normally associated with a leading company.

Applications in strict confidence should be addressed to the Regional Director, Healy (London Service) Limited, The Hyde, Hendon, N.V.9 GNE.

#### NEGOTIATOR REQUIRED For Chelsea Estate Agency

Bright, intelligent person required as a negotiator in our sales department. Previous experience is not entirely necessary, but we are looking for someone sensible who is capable of working on their own initiative.

Salary negotiable. PLEASE TELEPHONE T. MASELL & CO., 01-581 2218

#### PUBLIC AND EDUCATIONAL APPOINTMENTS

CLIFTON COLLEGE Appointment of CHAPLAIN

The post of Chaplain will be vacant from September 1977, following the appointment of the Rev. David Standish as a residential chaplain to the school.

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## Secretarial Appointments

LAMBETH, SOUTHWARK AND LEWISHAM AREA HEALTH AUTHORITY (TEACHING) PERSONAL ASSISTANT/SECRETARY to Area Medical Officer (Salary Scale £3,357-£4,410 inclusive)

If you are looking for job satisfaction, here is an opportunity for you to join our medical team. Good administrative and secretarial skills are essential. The understanding of medical terminology would be an advantage. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

For a job description and an application form please contact: Mr. Lillian Cole, Area Personnel Department, LAMBETH, SOUTHWARK AND LEWISHAM AREA HEALTH AUTHORITY, Royal Eye Hospital, St. George's Circus, SE1 8UA. Tel: 01-252 1801 ext. 251.

The closing date for receipt of applications is 20 May 1977.

#### PERSONAL ASSISTANT/ SECRETARY (PERSONNEL)

Salary £2,847 rising to £3,337 p.a. inclusive plus 5% p.a. plus preference allowances for certain awards and 10% bonus.

This is an ideal post for someone wishing to make a career in personnel.

As Secretary Assistant to the District Personnel Officer of the Lambeth, Southwark and Lewisham Area Health Authority, you will gain valuable experience in a Personnel Department. You must have good shorthand and typing skills, general office experience, a pleasant manner and ability to work on your own initiative.

Please apply to: District Staff, Southwark Administrative Office, 10 Colindale Avenue, London SW9 6DT. Telephone: 01-252 1801.

Two Vacancies £3,000 + L.V.S. AND LOTS OF PERKS Experienced shorthand Secretary for an international company in the City. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

Editor's PA SECRETARY An interesting position in a busy editorial office. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

Survey the Country UP TO £3,000 If you have good secretarial skills and are looking for a challenging job, this is the post for you. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

Capable Audio SECRETARY required for private practice. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

Small Professional Firm In the City requires replacement for a highly motivated and experienced secretarial staff. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

Spanish Translator SECRETARY required by international organization. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

Public Relations £3,300 Ambitious young Admin. Sec. required by busy executive. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

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Unique Person AS SECRETARY CORDON BLEU COOK Must be qualified, Chancery Lane area. Excellent salary. £1-242 0777

W.I.2 DISPLAY CO. Assistant Sec. to General Manager working within the Record and Book Industries. Applicants should be self-motivated and well organized, with good typing, knowledge of shorthand and a pleasant manner. Salary negotiable. Contact General Manager, 01-745 0108.

Medical SECRETARY (Shorthand typist) required for busy Orthopaedic Practice in Marylebone. L.V.S. and 10% bonus. Salary £2,800 negotiable. Ring 629 3763 (between 9.00 and 5.00).

Showroom Management We are a young dynamic contract furnishing company working in pleasant surroundings and part of a £100million group. This position calls for a personable organizer with a flair for negotiation and constantly changing products. Secretarial background together with an interest in design, would be desirable. Salary negotiable from £3,100 p.a. plus £2 L.V.s. per week. Please write or phone, outlining your experience, to Valerie Hills, KANDYA MEREDITH LTD, 2 Ridgmont Place, W.C.1. 01-580 0333

Friends of South Molton St. W.1 For French Connection Clothes require assistants. 20-25, to sell in their exciting shop. Friendly, personable and with a good knowledge of French. Salary negotiable. Phone 629 1552

Typist cum TELE/RECEPTIONIST To £2,800 If you really want a lively job with lots of variety and a friendly atmosphere, this is the post for you. The successful candidate will be responsible for the production of a daily clipping service for members of the Association and will also be responsible for the production of a daily clipping service for members of the Association.

Watters Agency very busy first rate assistant audio secretary. Excellent hours, good salary, excellent benefits. Phone 01-499 5678.

Overseas BANK'S main rep. office in London. Salary £2,800 p.a. plus 10% bonus. Salary negotiable. Phone 01-499 5678.

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